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# HARDWARE

Entered as Second Class Matter at New York, N. Y. Postoffice

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NEW YORK

APRIL 10

1907

## Ives Patent Window Stop Adjuster

Prevents Drafts, Dust and Window Rattling

and 50 page  
Catalogue of  
Window Hard-  
ware Specialties  
Mailed Free.  
The H. B. IVES CO.  
New Haven, Ct.



## CHAIN



Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.

ONEIDA COMMUNITY, Oneida, N. Y.



All hardware dealers should carry this draw knife in stock.

A. J. WILKINSON & CO.,  
180-188 Wash. St., Boston, Mass.

## COVERT MFG. CO.,

TROY, N. Y.

Harness Snaps,  
Chain, Rope and  
Web Goods, etc.

For sale by Jobbers at Manu-  
facturers' Prices.



## MOTORS

for WASHING MACHINES

List Price \$8.75

Only 30 pounds pressure  
required for machines simi-  
lar to the Majestic.

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by  
A. ROSENBERG.

Sold by prominent Hard-  
waremen.

Cash Agents Wanted.

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BALTIMORE, MD., U. S. A.

## Parker Wire

GOODS  
COMPANY

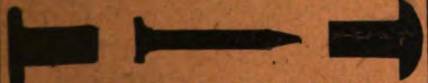
1 Assonet St., Worcester, Mass., U. S. A.

GENERAL  
AND  
SPECIAL

Wire Hardware

WRITE US FOR PRICES

## RIVETS & WIRE NAILS.



O. C. & E. P. TOWNSEND,  
New Brighton, Penn.

# STEVENS

ODORLESS GUN OIL

"BEST BY TEST—SUPERIOR TO ALL THE REST."

Ask your Jobber for  
STEVENS ARMS and ACCESSORIES.

Send for circulars of  
NEW GOODS.

J. STEVENS ARMS & TOOL CO.,  
255 MAIN STREET,  
CHICOPEE FALLS, MASS., U. S. A.



## C. E. JENNINGS & CO.

Steers' Patent Expansive Bit

This Bit is drop forged from selected cast  
steel and is finished in a most thorough  
manner.

See those teeth; cutter cannot creep.

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The World Renowned **MAGNOLIA METAL**  
ONE GRADE, ONE QUALITY ONLY.

CHEAPER and better than "Genuine Babbitt."  
Lasts longer with less friction. Saves oil, fuel,  
power, etc. The only anti-friction babbitt metal  
that is used all over the world by the leading Rail-  
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twelve leading governments. Sold by leading  
dealers everywhere or by

FAO-SIMILE BAR OF MAGNOLIA METAL.  
MAGNOLIA METAL CO., NEW YORK,  
Pittsburg. Montreal. (We manufacture all grades of Babbitt metals at competitive prices.)

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BEST LUMBER CRAYON MADE. ZELNICKER CRAYON WORKS, ST. LOUIS

## We've Got the Courage of Our Convictions.

We want you to be the Judge.

Tell us you're willing—and we'll send you a few UNIVERSAL Hack  
Saw Blades for trial,—with our discounts.

Give them any kind of a test you want to,—comparing them with  
other Blades; and we know you'll quickly see how far ahead the  
UNIVERSAL is in strength and durability!

Want the discounts?

Want to make the test?

WEST HAVEN MANUFACTURING CO.

New Haven, Conn.

STILLSON

TRADE MARK

THE ORIGINAL AND ONLY GENUINE  
STILLSON WRENCH

WILL BE KNOWN BY THIS TRADE MARK

See to it when buying from others that they do not give you an  
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Park Row Building, New York City.

Write for Red Book of Tools showing complete line.

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PERFECT FASTENER FOR ALL BELTS.

TONS SOLD EVERY WEEK. WRITE FOR CIRCULAR A. B.

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NEW YORK, N. Y.  
BOLI  
STAR EXPAN  
Made in all Sizes  
Wood, Lag or Ma-  
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"PRISCO" MONEY - BACK METAL WARE "PRISCO"  
The Pritchard-Strong Co., Rochester, N. Y.





**Fuller Brothers & Co.,**139 GREENWICH STREET,  
NEW YORK.**STEEL WIRE NAILS.**

Iron and Steel

**CUT NAILS.**

Plain and Galvanized Wire.

**BARB WIRE.**

Wire Straightened and Cut to Length

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LADDERS**NOISELESS.  
CUSHION TIRE.  
Best and Most Com-  
plete in the Market.  
Write for Descriptive  
Circular and Prices.Pumps, Hay Tools,  
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&c. Largest and  
Best Line in the World**Lane's Steel Jack.**

No Wood.

No Cast Metal.

Unbreakable.



Compound Levers.

Finish Black

or Galvanized.

No. 0, to lift 500 lbs.

" 1, " 900 "

" 2, " 1800 "

" 3, " 4000 "

**Lane Bros. Co.,**429-461 Prospect St.,  
Poughkeepsie, N. Y.**WALKER'S**

Quick and Easy

Steel Tempered Anti-  
Rust Nickel Plated Ice  
Picks. Every one  
tested and guaranteed.

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**EMERY** FOR THE  
HARDWARE TRADEWe are now putting up PURE TURKISH EMERY  
in 10 lb. tin cans.

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AND PIVOT.

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CHICAGO.**THE SCHWEDTLE STAMP CO.,**  
Stencils, Burning Brands, Steel Stamps and  
Dies, Seals, Machinery Plates, Checks.  
BRIDGEPORT, CONN.IF YOU WANT YOUR WIFE  
TO BE HAPPYAnd save money at the same time send for one  
of our **IMPERIAL SELF-HEATING  
FLAT IRONS.** All your gasoline custom-  
ers will want them. They are the best you  
ever saw. One cent's worth of gasoline does  
an ordinary ironing. Price \$2.50. Handsome-  
ly nickel plated. Weight 6 lbs.**IMPERIAL BRASS MFG. CO.**

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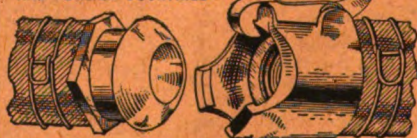
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REPEATING RIFLES

REPEATING SHOTGUNS

**Marlin RUST REPELLER**

Latest Complete Catalog for 3 Stamps.

The **Marlin Fire Arms Co.,** New Haven,  
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AND FOREIGN COUNTRIES**IT'S A SNAP HOSE COUPLING**Over seventeen thousand sold last summer—first season.  
Scores of dealers ordered two, three and four times. They  
are going in immense numbers to all parts of the country  
this season. **THEY ARE SURE AND FAST SELLERS** if  
you will push them a little and get them started—the kind  
of article that sells once and sells again—the best Coupling  
that has yet been placed on the market. A free sample to  
any dealer. Address**The NELSON & MORRISON MFG. CO.**Box 57  
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Main Shipping Point—Peoria, Ill.**FRY-PAN LID AND POT COVERS**prevent greasy stoves and spattering of grease  
Standard Victrola and Boiler Protector  
keeps food from being burned. Two quick sellers**KITCHEN SPECIALTY MFG. CO.**

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CORRESPONDENCE  
SOLICITED.  
WRITE FOR  
EXCELSION PRICE LIST & DISCOUNT  
**N. A. WATSON ERIE PA.** WATSON  
FILTER**Japanned Steel Door Buttons**

Patent Applied For.

Half the weight of the cast, much stronger and  
will not break. No higher in price and twice as  
good. Made in all sizes from 1 1/2 to 2 1/2 inches.  
Insist on having them. Carried by all leading job-  
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**"Hayward"**  
BARREL TRUCKFits any size barrel or  
keg. Light, strong, dur-  
able. Excellent prices to  
the trade.AGENTS WANTED  
ON COMMISSION.**W. H. HAYWARD,**  
BALLSTON SPA, N. Y.Hand-Forged  
Hatchets,  
Axes,  
Adzes, etc

Write for Catalog.

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Experiments are costly—why not sell your Trade an article of demonstrated usefulness?

**THE "CLEVELAND" LAWN WEEDER**"Quality first always." A Hardware Staple, Malleable Castings, Crucible Steel Blades,  
Varnished Hardwood Handle.Awarded Silver Medal at St. Louis Exposition, 1904. Awarded Silver Medal at Portland  
Exposition, 1905. Write to your Jobber for price or to us direct for free sample.**The CLEVELAND LAWN WEEDER CO.**

25 PUBLIC SQUARE,

CLEVELAND, O., U. S. A.



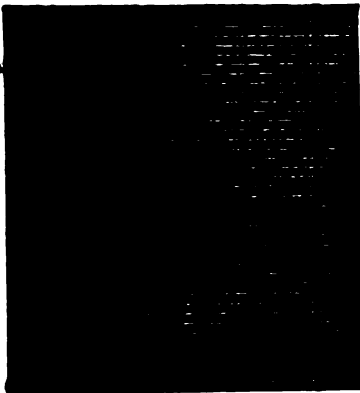
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THE BEST

**MEASURING TAPES**



KEUFFEL & ESSER CO. NEW YORK.  
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You should have a good stock on hand of this profitable seller before the rush comes.

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All sizes for all kinds of porches.

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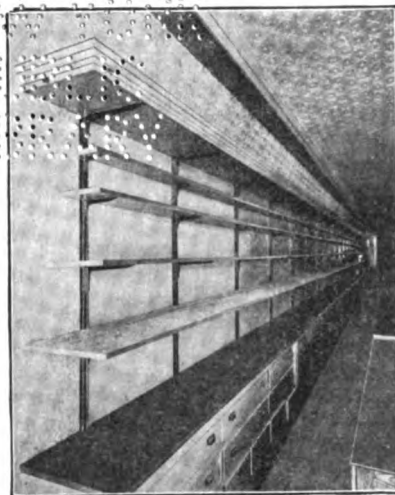
Prevent zymotic diseases of every kind in your town and vicinity.

An absolute necessity for every household, office, school, or public building.

We furnish you with handsome display card and other advertising literature to help you sell them.

Write today for catalog and prices.

**FULPER POTTERY CO.**  
FLEMINGTON, N. J.



**Order  
or  
Dis-  
Order-**

**Which?**

If your Hardware store is disorderly, —If you and your clerks have difficulty in waiting quickly on your customers, —If you have too little room for too many things, —Install

## Piqua Adjustable Brackets

They'll relieve the congestion by giving you at least 30% more room, make your store look better and attract more trade. Try it and see.

**PIQUA BRACKET CO..**  
Piqua, O.



## The Imperial Rotary Washer

Does a bigger "wash" with less noise than most washers—and in less time Why? Has extra large tub, all steel roller bearings, sliding cylinder on square post, insuring the greatest strength of any Rotary Gearing yet produced. It's THE High Speed Washer Par Excellence.

**Handsome Finish:**  
Gold and Aluminum  
Bronzed Castings,  
Tub Finely Finished.

Our Catalog shows the most complete



### HANDSOME PROFITS:

Sell one "Imperial" in your town—other sales will follow.

line of Washers on the market. Want a copy with prices?

The **Blackstone**  
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**Jamestown,**  
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FOR CENTURIES THE WORLD RENOWNED HOUSE OF

**JOSEPH RODGERS & SONS. Ltd.**

**SHEFFIELD, ENGLAND**

Has had neither equals nor superiors in the manufacture of

**Carving Knives**  
**and Forks, Table**  
**Cutlery, Scissors,**



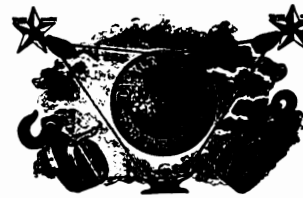
**Razors, Hunting**  
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**ALFRED FIELD & CO., 93 Chambers St., New York**



**BAY STATE MOP CO.**

**Wm. H. Curtis, Prop'r**  
Manufacturer and  
Wholesale Dealer  
in all kinds of  
Yacht and Hard-wood Floor Mops  
a Specialty.  
Office and Factory, Buel Place,  
Woburn, Mass.  
Send for Catalog and Prices.



### Tackle Blocks

for every purpose. 65 years' experience.

**Boston & Lockport Block Co.**  
**Boston, Mass.**

**HAROLD McALLA**

**IRON AND STEEL**

Plain and Galvanized Bars, Hoops,  
Bands, Angles, Channels, Tees,  
Plates, Sheets, Wire, etc.  
444-446-448 FAIRMOUNT AVE.  
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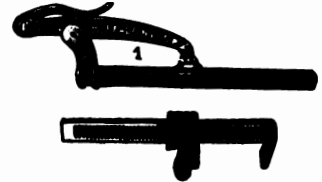
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Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



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Improved Quick and Easy  
Rising Steam, Electric  
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**ELEVATORS**

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999

**Agent for Atlantic Screw Works.**  
**Wood Screws of Every Description.**  
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**SECURE**  
PROTECTION AND LONG  
SERVICE BY USING OUR

**ASPHALT ROOFING**

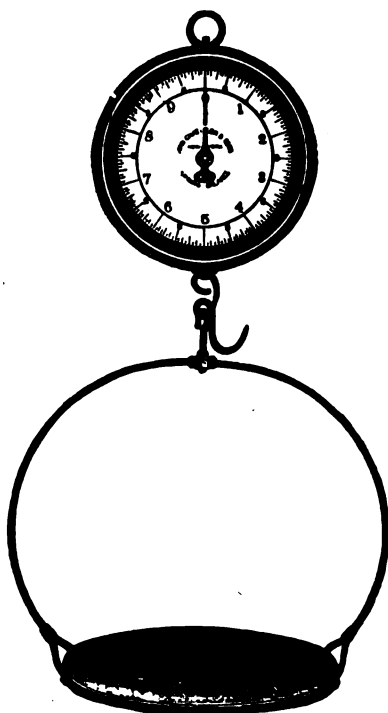
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OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

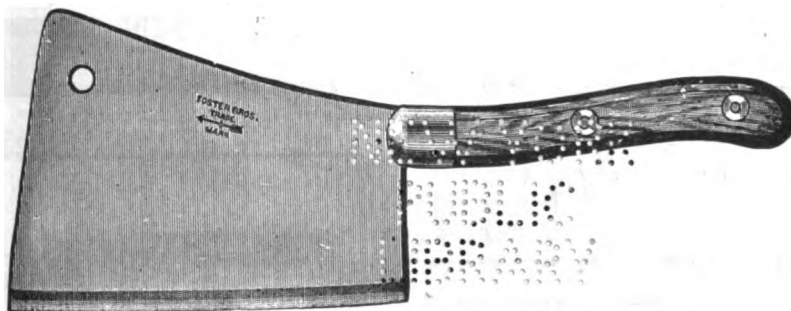


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

**FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.**



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

**FRIEDERICH DICK'S MAGNET DIAMOND STEELS.**



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

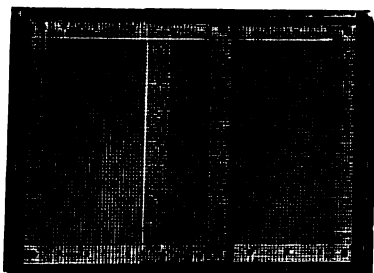
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**JOHN CHATILLON & SONS, Now York City.**

85 to 93 CLIFF STREET and 12 JACOB STREET.

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Our  
**Metallic Adjustable  
Screens**

made a big hit last season

**In Great Demand for the Coming Season.**

They are entirely rust-proof.  
They are also fly-proof.  
They cannot warp or shrink.  
They are strong and lasting.  
They can be adapted to any shape.

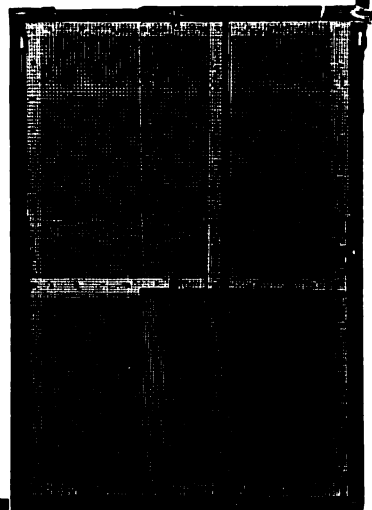
*Ask your Jobbers.*

**The METALLIC SCREEN CO.**

Sole Manufacturers

COLLINS, . . . . .

WISCONSIN



See that  
Wheel?

It's  
**LEATHER**



*The*  
**EASY  
TURNING,  
EASY  
ROLLING**

**"FAULTLESS" CASTER**

puts a new "spring" into the furniture.

It's so entirely different from any other that we call it **"THE CASTER THAT NEVER REFUSES TO TURN."** That's owing to our patent "Faultless" socket. It appeals to one's reason---that's why it's such a wonderful seller.

**The FAULTLESS CASTER MFG. CO.**

NEBRASKA CITY, NEB.

**Pure and Absolutely Safe**

Cooking Utensils are those which will NOT SCALE OFF like cheap enamel; NOT SCORCH OR BURN like light fry-pans and skillets; NOT ABSORB GREASE OR FLAVORS like Cast-Iron. In a word "HYGIENIC" is the condition and "HEALTH" the result when using



**"NEVER-BREAK" STEEL SPIDERS,  
GRIDDLES AND KETTLES.**

Look for the BRAND—it is what the signature is to a bank check—you can't expect the GENUINE from more than one.

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*Sole Mfrs. of "NEVER-BREAK" GOODS.*

**Consult**

our catalog file for anything  
you need in the hardware line.

We keep it up-to-date for  
your benefit.

**Write --- wire or telephone us.**



## A \$ Harvest

Awaits the Dealer who will push  
Snow Flake Axle Grease in his town  
and vicinity this year.

More than twenty  
years on the market.

Made of the best stuff known  
to give best satisfaction—Snow  
Flake is to-day the best selling  
and most profitable of all Axle  
Grease.

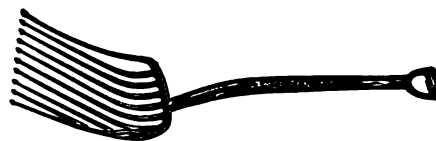
Let your Jobber send you a  
sample lot.

**Snow Flake Axle Grease Co.**  
Fitchburg, Mass.



## "TRUE TEMPER"

GOOD AS WHEAT  
STAPLE AS 3-TINE-FORKS



(FARM SCOOP FORK.)

A better seller, because it's comparatively  
new, and moreover,—it's strongly ad-  
vertised to farmers—*they want it.*

EASY SELLER—  
GOOD PROFIT—  
FOR  
YOU

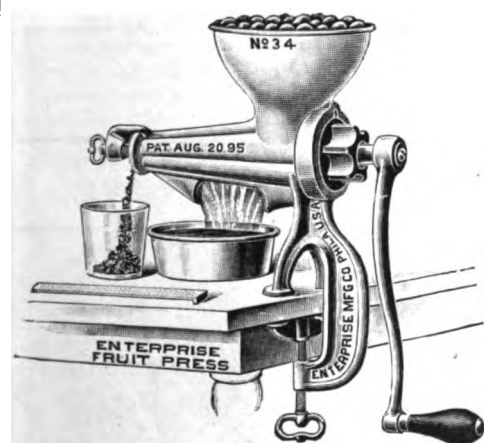
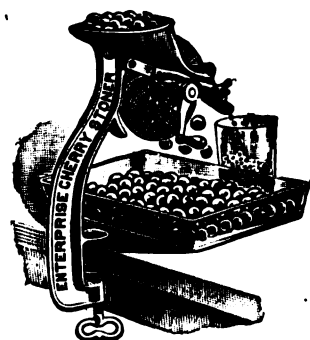
AM.  
FORK  
& HOE CO.  
CLEVELAND, O.

I want price on.....  
doz. Scoop Forks.

Name.....  
Address.....

Don't wait for people to ask you for  
seasonable things, things that  
you ought to be showing,  
before you order them.  
Lead the demand,  
don't follow it.

## SHOW YOUR ENTERPRISE



Just  
now  
show the  
Enterprise  
Fruit, Wine  
and Jelly Press  
and Enterprise  
Cherry Stoner. The  
demand will be great, and  
the dealer with the most  
"Enterprise" will capture the  
most cash. Order from jobbers.  
Write us for complete catalogue and  
advertising matter for store use.

**The Enterprise Mfg. Co. of Pa.**  
PHILADELPHIA, U. S. A.

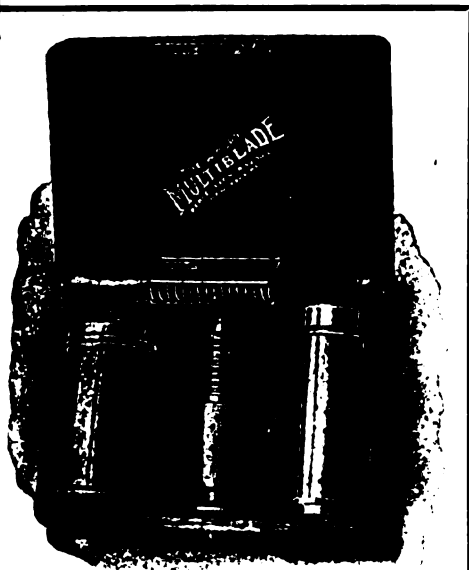
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# The BEST RAZOR Ever Made.

Complete with  
12 BLADES only **\$3.00**  
**WOODS SAFETY MULTIBLADE**



The BEST Razor for the dealer because he sells more than he can of any other.

## Why It's the BEST for you to handle.

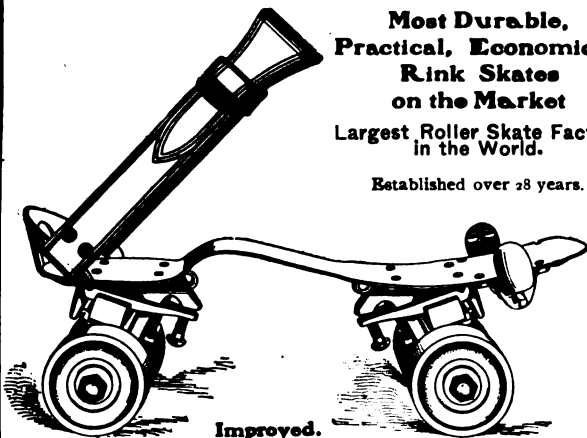
- BEST in price. More men will pay \$3.00 than \$5.00 for a safety razor.
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- BEST material. Blades made of Imported Sheffield Surgical Steel---*hand made, ground and tested.*
- BEST for you to sell, because every man wants one as soon as he sees it.

LIBERAL TRADE DISCOUNTS. SEND FOR BOOKLET AND DETAILS.

**PERFECTION RAZOR CO.**

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# M. C. Henley's Roller Skates



Most Durable,  
Practical, Economical  
Rink Skates  
on the Market  
Largest Roller Skate Factory  
in the World.

Established over 28 years.

"The Easiest and Lightest Running Skate on Earth."  
Used in All Principal Rinks.

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nicked or bronze finish.

**Ball Bearing Noiseless Club Skate.**

**STEEL OR BOXWOOD WHEELS.**

**POLO**---Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

**M. C. HENLEY, Richmond, Ind.**

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A LINE OF

## UNIVERSAL CHAIR SEATS



**WILL SELL  
THEMSELVES**

Anyone who can wield a pair of shears and drive a tack can make their old chairs

**BETTER  
THAN  
EVER**

by means of the  
**UNIVERSAL SEATS**  
Two shapes—square and round—and many shades. They are the same color throughout.

**SEND FOR TRIAL LINE.**

Display them and see how quickly they sell.

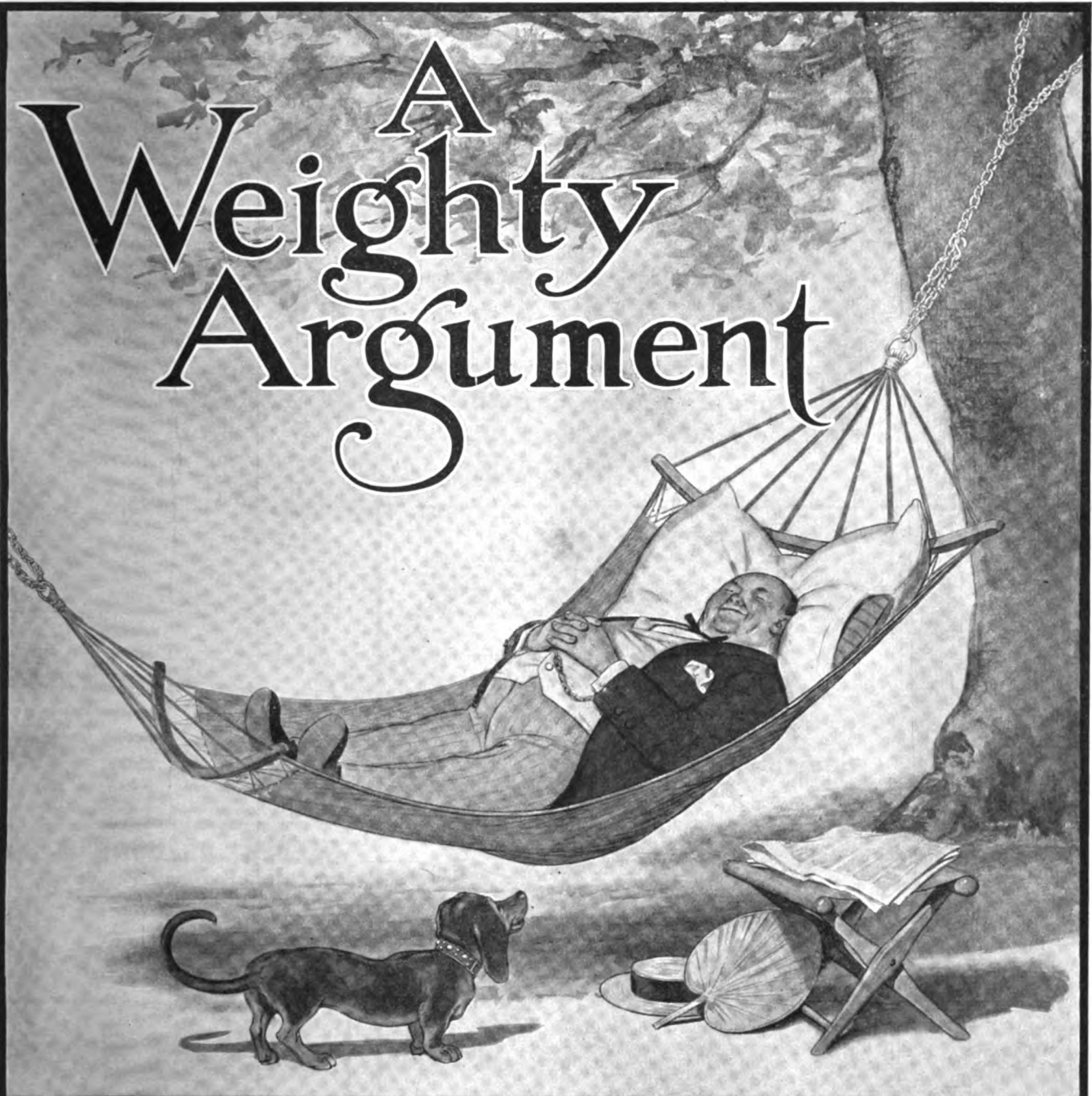
**You'll Order More.**

**Eureka Chair Seat Co.**

137-139 East Washington St.  
SYRACUSE, N. Y.







## For Hammock Chains

**N**IAGARA GALVANIZED HAMMOCK CHAINS are infinitely stronger than rope. Heavily galvanized; therefore rust proof. Most easily adjusted. Attractively packed, one set to a box. A convenient shelf package.

*Be sure you have these chains in stock before the season opens.  
Write for prices and samples.*

**DISPLAY HANGERS FURNISHED FREE**

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ONEIDA, N. Y.





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This is an attractive 32-page booklet containing authoritative information on the care of the horse in and out of the stable. All of your customers interested in horses will want a copy.

We will give you free copies with orders for Dixon's Graphite Axle Grease—number of copies depends upon quantity of grease ordered.

Write for a sample copy of "The Horse" by number 54—1.

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*You take no risk on the quality.  
We make only the best.*



**Sand  
Papers**  
IN  
Reams and Rolls

**Flint Paper  
Garnet Paper  
Emery Paper  
Emery Cloth**

HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

**BAEDER, ADAMSON & CO.**

730 Market Street, Philadelphia  
67 Beekman Street, New York  
143 Milk Street, Boston  
182 Lake Street, Chicago



## "AMERICAN" TWIN FREEZER

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer.

Something Entirely New  
Never Done Before



"LIGHTNING"



"GEM"



"BLIZZARD"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

**NORTH BROS. MFG. CO., PHILADELPHIA.**

New York Agents, John H. Graham & Co., 113 Chambers St.

ESTABLISHED 1856.

## ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

### A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,  
JOSEPH GILLOTT & SONS,  
L. HUGONOT TISSOT,  
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,  
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WEBSTER & HORSFALL,  
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Best Cutlery in the World.  
Best Steel Pens in the World.  
Best Pliers, Nippers, &c., in the World.  
Best Sheep Shears in the World.  
Best Enamelled Signs in the World.  
Best Steel Wire in the World.  
Best Lawn Scythes and Grass Hooks.  
Hedge and Garden Shears.

## WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS,  
CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

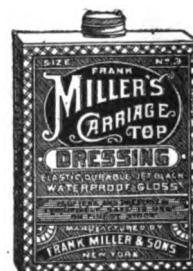


## Carriage Requisites

FRANK MILLER'S

CARRIAGE TOP  
DRESSING

Gives an Elastic, Durable Water-proof Gloss, and is positively safe to use on the finest stock.



FRANK MILLER'S

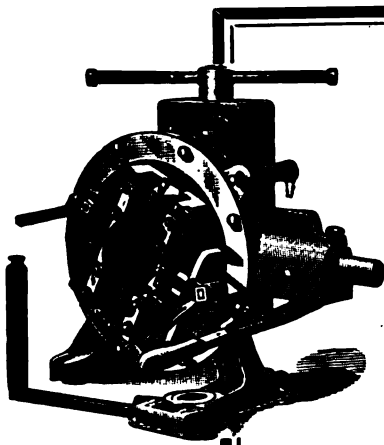
AXLE  
OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

**THE FRANK MILLER CO.,**  
349 & 351 WEST 26TH STREET,  
NEW YORK.





## YOU CAN TAKE THE MACHINE TO THE WORK

and save almost any amount of time over cutting and threading pipe by hand with a cutter and stock.

Armstrong's Pipe Cutting and Threading Machines are light, strong, compact and portable in all sizes up to 4".

Interesting and complete catalogue free.

**THE ARMSTRONG MFG. CO.**  
Bridgeport, Conn.

Chicago Office: 25 South Water Street



## ... THE ... WHITE LILY SELLS AND STAYS SOLD

There are more WHITE LILY WASHERS SOLD than of any other make of WASHING MACHINE.

DO YOU WANT A GOOD SELLER

Write Today

**WHITE LILY WASHER CO.**  
Toledo, O. Davenport, Ia.



**SECURE**  
PROTECTION AND LONG  
SERVICE BY USING OUR  
**ASPHALT ROOFING**  
SAVES REPAIRS  
SAVES RECOATING  
SAVES RENEWING  
Send for Samples and Pamphlet  
**STOWELL MFG. CO.**  
JERSEY CITY, N. J.

**25¢**

## Buy a Life Saving DAVIS SANITARY FOUNT

Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.

Price 25c each, \$2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.

Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.

**The Keyes-Davis Co.**  
(Limited)  
Manufacturers  
520 Hanover St.  
Battle Creek, Mich.



**FENCING, JAIL CELLS, LAWN  
SEATS, ORNAMENTAL IRON WORK**  
**OHIO STRUCTURAL IRON CO.** 8 Warren Street  
Sandusky, Ohio



## LET THIS BE AN EYE OPENER

Your reputation of selling at the right price is at stake if you don't handle the

# "FLYER"

**THE BEST LEVER-ROTARY WASHER**

Our Price is Right, a Postal will fetch it.

**SOLD ON THE EXCLUSIVE AGENCY PLAN**

*Write to-day, to-morrow may be too late.*

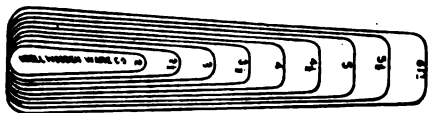
**H. F. BRAMMER MFG. CO.**  
DAVENPORT, IOWA



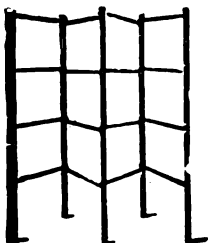
## THE UDELL WORKS

INDIANAPOLIS, IND., U. S. A.

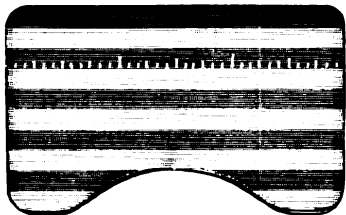
IRONING BOARDS



SECTIONAL  
CLOTHES BAR



LAP BOARD



**GOOD**

**Woodenware, Housefurnishings  
and Ladders.**

Write for Catalog and Prices.

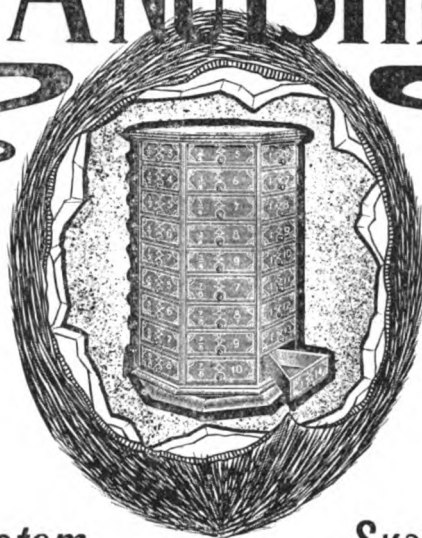
**EASTERN REPRESENTATIVES:**

**W. A. STOKES & CO.,**

30 Warren St.,

New York, N. Y.

## IN A NUTSHELL



*System*

*System*

*Is the foundation of PROFIT*

There is no system in a promiscuous scattering of Bolts, Screws, Tacks and Fine Tools over the shelves. But there is lots of system in the

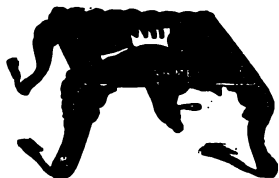
### AMERICAN REVOLVING BOLT AND SCREW CASE

Saves shelf room, time and money, and makes all stock contained therein INSTANTLY AVAILABLE. We manufacture sixteen sizes, in any kind of wood and style of finish desired. Sold by all Wholesale Hardware Dealers.

SEND FOR DESCRIPTIVE BOOKLET.

**The American Bolt & Screw Case Co.**

DAYTON, OHIO, U. S. A.



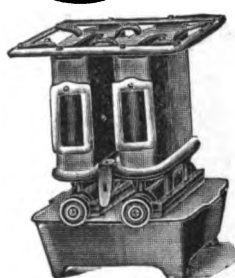
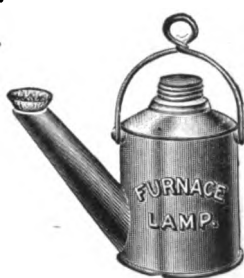
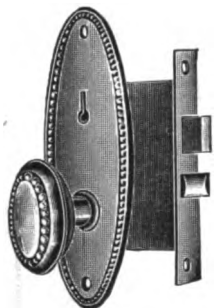
## MOST PROFITABLE AND QUICK SELLING

Is our line of Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes and Hardware Specialties.

Have you our Catalog?  
Send for it at once.

**THE  
TAYLOR & BOGGIS  
FOUNDRY CO.**

CLEVELAND, OHIO.



## New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBBING STANDARD WIRE BATHING,

**"JERSEY" POULTRY NETTING AND FARM FENCING,**

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

**IRON, STEEL, BRASS and COPPER WIRE CLOTH.**

TRENTON,  
NEW JERSEY.

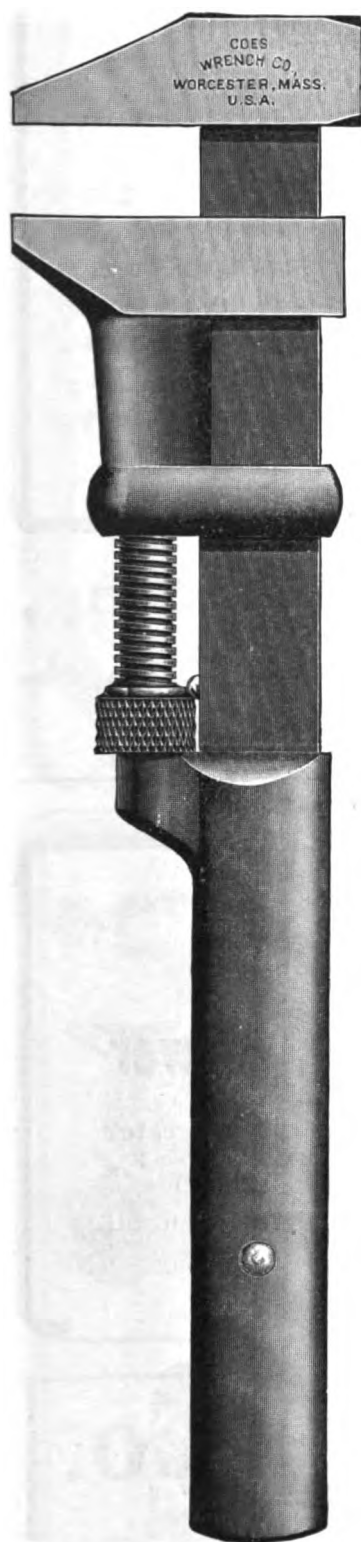
117 and 119 Liberty Street,  
NEW YORK.

171 and 173 Lake Street,  
CHICAGO.

25 and 27 Freemont Street,  
SAN FRANCISCO.



# 30 Per Cent



More endurance, in actual service, under the most exacting conditions, puts the Coes Family of Wrenches at the head of the list of screw wrenches.

Search the world over--you will not find their equal anywhere.

## Coes' Wrenches

Have achieved fame as sellers, simply because the oldest mechanics in the land have used them for years in preference to any other---and they recommend them to their friends.

The question remains: How many do you need? Write your Jobber to-day to avoid delay in shipping.

**Cees Wrench Co., Worcester, Mass.**

**AGENTS, J. C. McGarty & Co. and John H. Graham & Co., New York.**

Please mention **HARDWARE** when writing to advertisers.



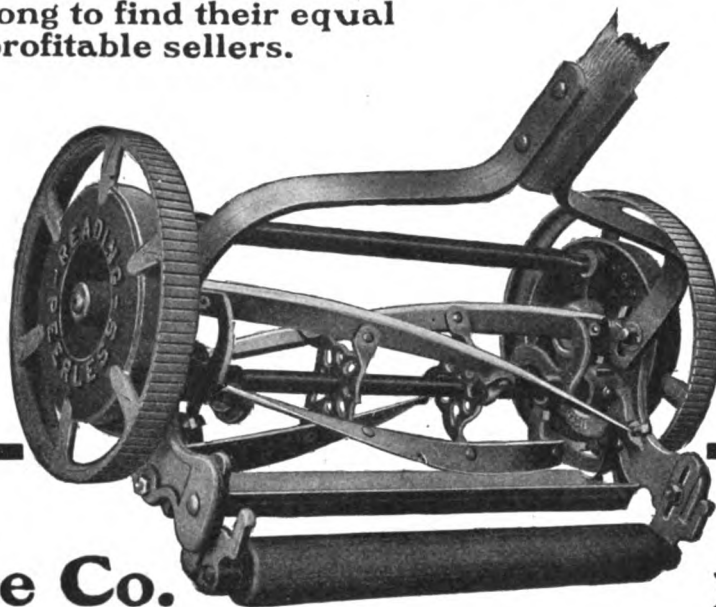
# "PEERLESS"

In every respect is the New Line of "Reading Mowers." They are made in a new plant---by new machinery---from new patterns. We make

## Fourteen Styles---All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

Each style and size has ball bearings and parallel bearings.



You ought not to be without our catalogue and prices. Send for them to-day.

**Reading  
Hardware Co.**

**Reading,  
Pa., U. S. A.**

**New York**

96-98 Rende St.

**Philadelphia**

617 Market St.

**Chicago**

105 Lake St.

# IT'S THE STANDARD

by which all other Mowers are measured---the scales in which the good and bad features of the Mower world are weighed.

## Goldwell's Improved Horse Power Lawn Mower

Used exclusively by the United States Government, and in the parks of Greater New York, Buffalo, Detroit and many other large cities.

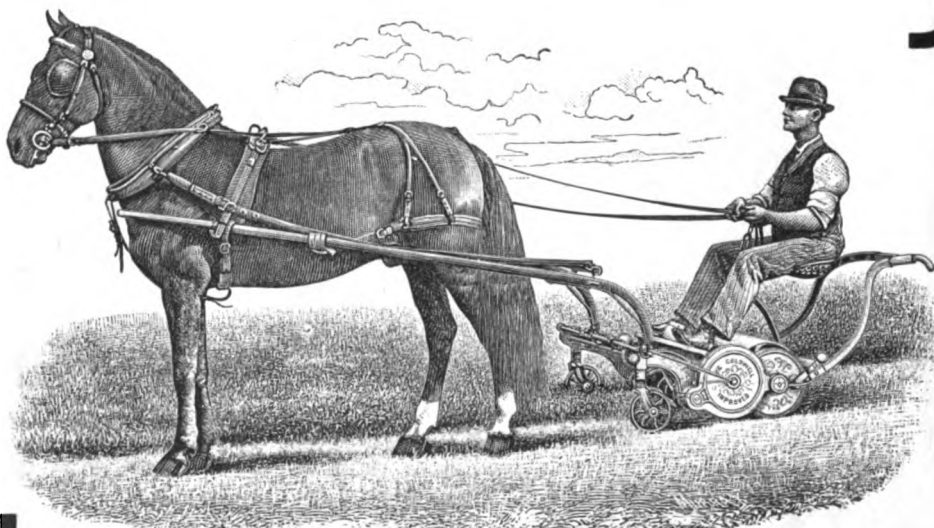
**COLDWELL MOWERS ARE DIFFERENT**, and better than all others. They require very little power to cut and no pushing to sell.

Dealers who handle them know this to be so.

YOU find it out, too.

Our superior line of Hand, Horse and Motor Power Mowers are all described in our catalogue. Send for it.

**Goldwell  
Lawn Mower Co.**  
NEWBURGH, N. Y.



Coldwell's Improved Horse Mower.

Please mention **HARDWARE** when writing to advertisers.



## Pruning Shears

### NEW FEATURES:

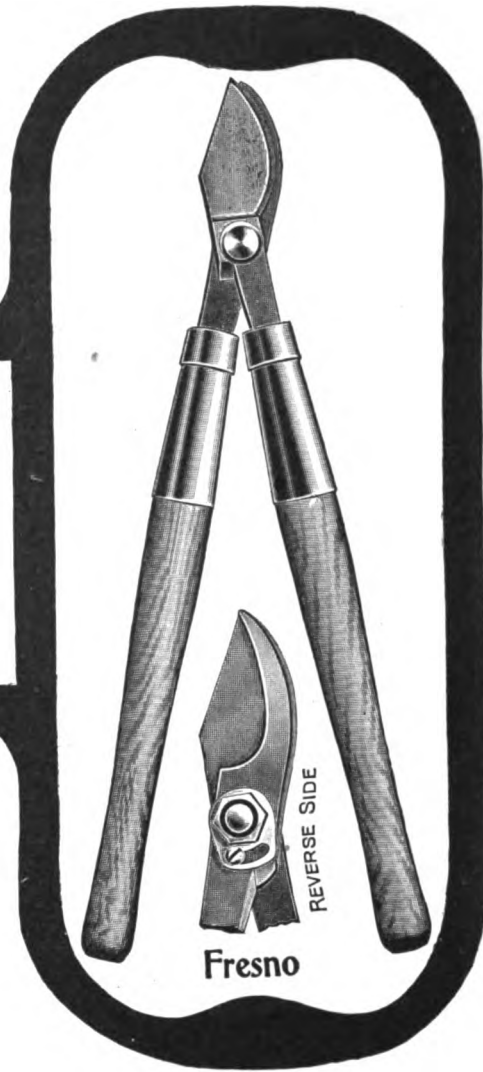
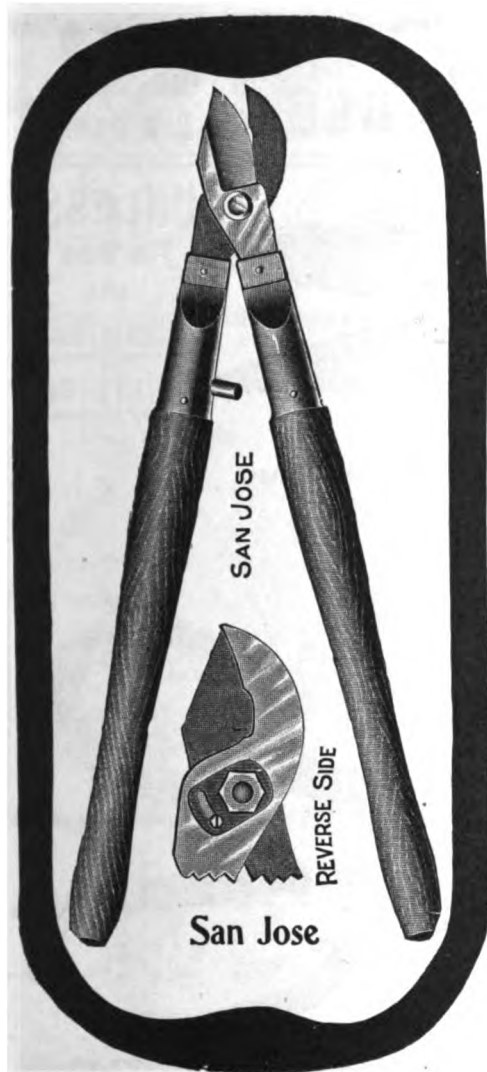
LOCK NUT  
SEAMLESS FERRULES  
NOTCHED HOOK  
(Patented Dec. 31, 1901. Dec. 8, 1903.)

**The Cronk &  
Carrier Mfg. Co.**  
Elmira, N. Y.

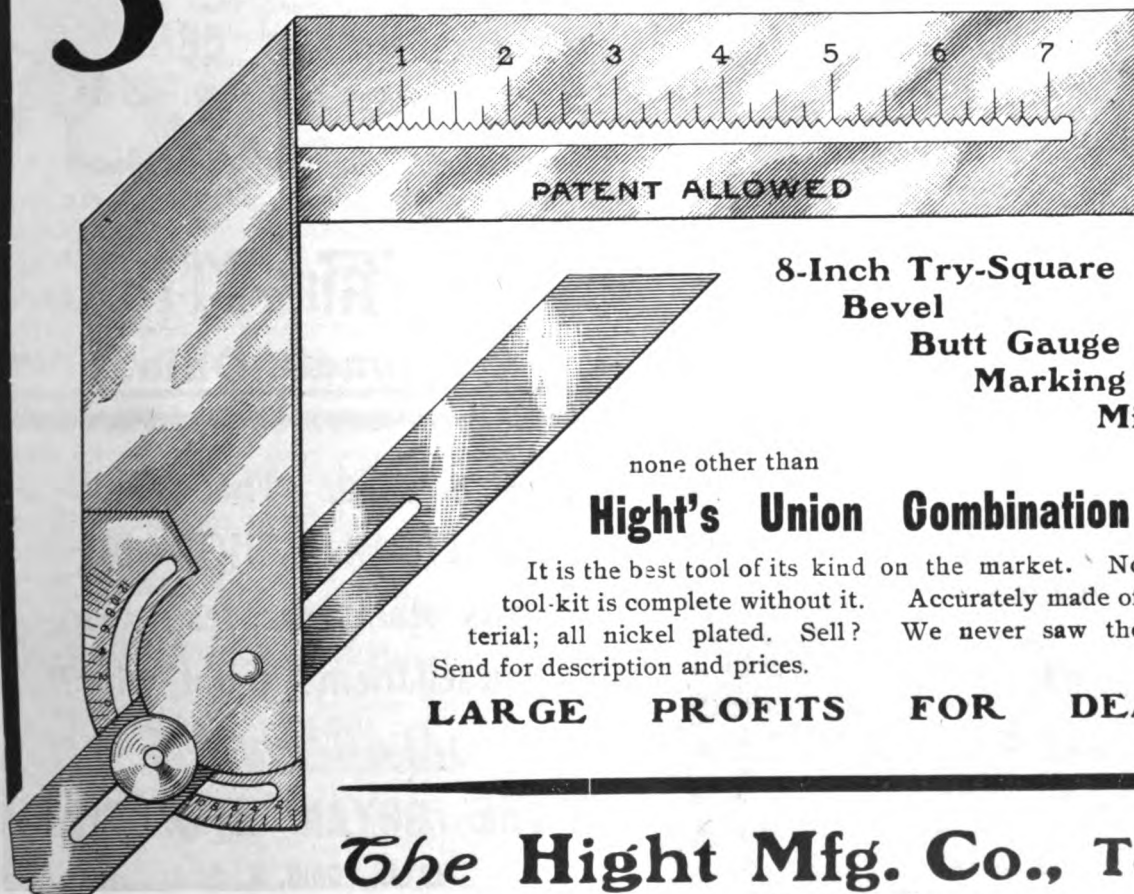
Garden Rakes  
Garden Mattocks  
Garden Hoes

Write for  
1906

Catalogue.



## 5 Tools In One



8-Inch Try-Square  
Bevel  
Butt Gauge  
Marking Gauge  
Mitre---

none other than

### Hight's Union Combination Square

It is the best tool of its kind on the market. No mechanic's tool-kit is complete without it. Accurately made of the best material; all nickel plated. Sell? We never saw the beat of it. Send for description and prices.

**LARGE PROFITS FOR DEALERS.**

**The Hight Mfg. Co., Toledo, O.**

Please mention **HARDWARE** when writing to advertisers.



# There's a Screw Loose in the Shear You Are Using



**UNLESS**  
You Have  
the  
**Screwless**  
**Spring-set**  
**Shear**

**THAT** Is the Shear You Should Buy  
and the Shear You Should Sell

Which Kind do  
**YOU** Handle

The Screw-loose,  
Screw-set Shear

or The..

Screwless  
Spring-set  
Shear

?

**Because:**

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customers



**Davies Automatic Shear Co.,**

41-43 Maiden Lane,

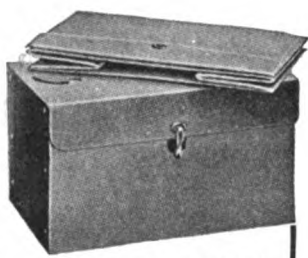
New York City.

WRITE FOR  
CIRCULAR "A"

Mention "Hardware."



The  
"CAMERA"  
Folding  
Lunch  
Box.



FITS ANY POCKET

FIT FOR ANY LUNCH

**INSECT--DUST--WATER-PROOF**

This is the original and best folding lunch box on the market. Made from one entire piece of material of best fiber board, cloth-covered, and is easily folded, lasting and attractive in appearance.

Send for Samples and Prices.

**Rochester Lunch Box Mfg. Co.**  
Rochester, N. Y.



C-2

## Spring Is Coming

and with it muddy water making a demand for good drinking water filters. The "LYNN" quality is sure to please. They are never dead stock after once handled. A dozen styles and forty sizes to select from.

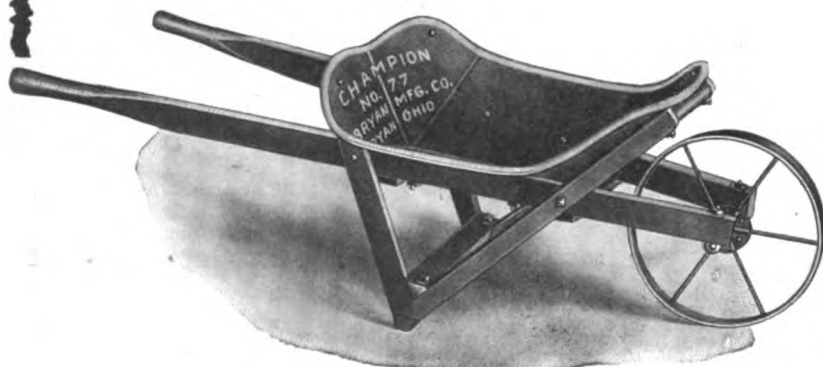
Write to-day for prices.



Style C

**The Lynn Filter Mfg. Co.**  
Cincinnati, Ohio.

To be strong and durable the foundation must be solid. That's why **MALLEABLE SHOD** Barrows stand the test. Do you sell them? If not, why?



Ask us for a catalogue.

**THE BRYAN MFG. CO.**

BRYAN, OHIO, U. S. A.





## GET BUSY

That is the one secret of success in the Hardware trade.  
The rapid sales and quick turning over of capital that

### A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill



The Gem Mop Head.

**THE CRYSTAL COFFEE MILL**  
with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

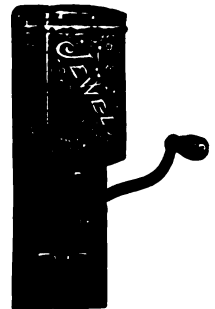
**THE FAMOUS GEM**  
is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

Write for Our Latest Catalog

**ARCADE MANUFACTURING CO.**

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



The Jewel Coffee Mill



Eight Space Spice Cabinet

**THE JEWEL COFFEE MILL**  
with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

**THE RIGHT SPACE SPICE CABINET**  
is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

# AD-EL-ITE

TRADE MARK

## PAINT AND VARNISH REMOVER

Do YOU Carry it?

If not you had better get in line. Others are reaping the harvest our extensive advertising Spring campaign has sown. Many thousands are being told of AD-EL-ITE superiority, an enormous demand is being created. Are YOU prepared to hand out the goods?

AD-EL-ITE Remover is thoroughly trustworthy, the only one that does the work, easily applied with sure, swift results, possesses absolutely no objectionable features.

Send in Your Order

Buy the Best and Buy it Now.

*Adams & Elting Co.*

Station 3

Chicago, Ill.

*Quality  
Sells*

When Henry Disston was asked the question:

"What do you put in your saws?"

He replied:

"Good steel and honest work."

**UPON THIS FOUNDATION IS BUILT**

**DISSTON QUALITY**



"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."

**HENRY DISSTON & SONS., Inc.**

Established  
1840.

PHILADELPHIA, PA.



## The Smith & Egge Mfg. Co.

### BRIDGEPORT, CONN.

Manufacturers of . . .

### Sash Chains

3 3 3

"Giant," "Red Metal"  
• • Cable and Jack  
**Chains . .**

*Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.*

No. 4Q.

New York Agent: J. J. Halpin, 62 Reade Street.  
Philadelphia Agent: W. E. Trull, 514 Commerce Street.  
Chicago Agent: H. H. Munger, 142 Lake Street.  
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.  
San Francisco Agent: S. V. Armstrong, Monadnock Bldg.



## THIS CAN

HAS A

### CLCOK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swodoh" Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

### THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,  
BRIDGEPORT,  
CONN.



## CENTER PUNCH

No. 18-A

### AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

**The L. S. Starrett Co.**  
Athol, Mass., U. S. A.



## Akron Eclipse Levels

Are adjustable and absolutely accurate.

The glasses are completely visible in all positions.

The Eclipse bands dividing the bulbs are clear and distinct—easily seen at a distance of ten feet.

These distinctive features have made a hit with carpenters.

If you have never handled the Best Spirit Levels, try the Akron.

Ask for catalog and prices.

**The Baker, McMillen Co.**  
No. 17 Bowery Street,  
Akron, Ohio.





# HARDWARE

THE NEW YORK  
PUBLIC LIBRARY

421273

ASTOR, LENOX AND  
TILDEN FOUNDATIONS.

D. M. Jones & Co., wholesale and retail dealers in Hardware, stoves, paints, etc., Elizabeth City, N. C., suffered a loss of \$50,000 by fire on March 27th. Their insurance is small.

H. B. Brefeld, son of Hardware merchant G. Brefeld, Aviston, Ill., and brother of A. C. Brefeld, of Brefeld Hardware Co., Trenton, Ill., and J. H. Holthaus have formed a partnership, to conduct a Hardware business at Beckemeyer, Ill. They will open for business on or about May 1, and would be pleased to receive catalogues and discounts of all wares in their line.

The *Trade Press List*, of which Robert Mitchell Floyd is editor and owner, has moved its editorial rooms from Boston, Mass., to Rooms 911-912 of the Coffee Exchange Building, 66 Beaver Street, New York. This is a paper intended for trade paper men, and contains a world listing of trade publications, Col. Floyd being well and favorably known to the fraternity.

The Consolidated Sporting Goods Co. are working their Gloversville and Philadelphia factories night and day. The phenomenal run on their "Ready Broke" glove has far exceeded their expectations. They have just made a new glove called the "Adirondack Special." This glove is made of deer skin and is soft and pliable and can be used by the player at once without breaking in.

## HARDWARE CLUB OF NEW YORK.

At a meeting of the Board of Governors of the Hardware Club of New York, held recently, the following officers were chosen: Eugene Bissell, president; Thomas F. Keating, vice-president; A. D. Clinch, treasurer, and A. G. Sherman, secretary.

## THE VAUTIER FILE.

The Vautier File, manufactured in Geneva, Switzerland, and imported exclusively by Hammel, Riglander & Co., 47 and 49 Maiden Lane, New York, is meeting with the unqualified support from the trade that its quality deserves. This file is made by one of the longest established manufacturers in Switzerland, who until several years ago was able only to cope with the home consumption. Since then, however, extensive additions to plant enable the Vautier factory to take care of a very large export demand, and prompt deliveries are at all times obtained by the importers.

## STEVENS UNERRING BULLS' EYE RESULTS.

At the Annual Open Tournament of the Zettler Rifle Club, held in New York City, March 9 to 15, Stevens Rifles and Stevens Telescopes made practically a clean sweep. First prize in every match was either won or tied with a Stevens and Stevens-Pope Rifle and Stevens Telescope.

R. Gute, shooting a Stevens-Pope Rifle with a Stevens Telescope, won the 100-shot match; score; 2,469 points.

L. P. Ittel, shooting a Stevens-Pope Rifle, with a Stevens Telescope, scored 2,463 points.

Thirteen out of the first twenty competitors used Stevens Rifles.

*It's the same old story all along the firing line.*

In the Continuous match, L. P. Ittel, L. C. Buss, R. Gute and A. Hubalek, using Stevens Rifles and Stevens Telescopes, tied for first place with perfect scores.

Two out of the three competitors tied for premiums, used Stevens Rifles and Stevens Telescopes.

The Zimmermann Trophy was won by L. P. Ittel, with a Stevens-Pope Rifle and Stevens Telescope.

The famous, unerring Stevens again proved their proud title, "The Best of Them All," and it is now an axiom that for perfect results, top-notch scores—for the avoidance of misses—disappointments, Stevens Rifles and Telescopes are absolutely indispensable.

## INCREASED POSTAL RATES IN CANADA.

The new postal tariff of one cent for two ounces and one cent for each additional fraction of an ounce for second-class matter, which is expected to come in force in May next, was discussed at a meeting of the council of the Montreal Chambre de

Commerce, and it is likely that the Chambre will shortly request the Dominion Government not to insist upon this measure being carried out by the United States Government.

The question of the new postal rates was brought up by Fred. C. Lariviere, of Amiot, Lecours & Lariviere, who claimed that such a measure was contrary to the interests of business in Canada. He pointed out that the various American trade publications had a great number of subscribers in Canada, and that the increase in postal rates would practically increase the price of subscription. Mr. Lariviere considered that some of these publications were the best of their kind obtainable, there being no Canadian matter on that subject, so that the Canadian subscribers would have to choose between paying twice the increased subscription or go without them.

## CONTRACTS FOR HARDWARE.

The United States government spends annually a large sum of money for Hardware for use in all branches of the government, not only buying such material outright, but including it in specifications for general projects, such as the construction of the Panama canal, public buildings, docks, ships, and so on. The government will spend in the next fiscal year, beginning July 1, a sum which amounts to nearly one billion dollars for its maintenance, and the larger part of this will be paid for construction and material. Full and accurate information of these purchases by the government is to be found in the U. S. Government Advertiser, Bond Building, Washington, D. C., the recognized authority on the subject of government contracts, published every week since 1882. The subscription price is \$5.00 a year and circulates all over the country, affording the only source of information regarding government business. A sample copy of the paper will be sent upon application to the publishers, Box 341, Washington, D. C. The Government Advertiser prints in the first instance the call for bids and follows this up with a complete record of the bids received, with a later announcement of every contract made. It is a paper indispensable to a man who wants to increase his business, and who wishes to keep track of what other firms are doing.

## DEATH OF JOSEPH WILLIAMS.

Joseph Williams, one of the founders of the old Hardware business of the Burditt & Williams Company, Boston, died at his residence, Cambridge, Mass., March 27, aged seventy-three years. He was born in Boston, April 1, 1833, and about 1850 entered the employ of M. C. Warren, a well-known Boston Hardware merchant. In 1857 Charles A. Burditt also entered Mr. Warren's service, so that he and Mr. Williams were store mates for three years before they entered into the business relationship which was to continue for so many successful years. On April 2, 1860, having bought out the Hardware business of Otis Vinal, 20 Dock Square, which he has conducted for twenty years, Mr. Burditt and Mr. Williams established the firm of Burditt & Williams in the store which they occupied for nearly forty-six years. James A. Munroe, who had been with the firm for twelve years, was admitted to partnership in 1886, and in 1900 Joseph H. Williams, who was not born when the firm was established, was made a member. The business was incorporated in 1901 as the Burditt & Williams Company, the four partners being the sole incorporators. The present store at 4 High Street was opened in 1903 and there the business is now carried on. Mr. Williams was a Mason, and a member of Amicable Lodge of Cambridge and of Boston Commandery, Knights Templar. For fifty years he attended the Old Cambridge Baptist Church. He leaves a widow, three sons—Joseph H. Williams, Rev. Charles B. Williams, West Royalston, Mass., and David B. Williams, Bedford, Mass.—and two daughters.

## DEATH OF McCLELLAN HARTLEY.

McClellan Hartley, a member of the Hardware firm of W. H. Hartley & Sons, Quaker City, Ohio, died at his home of pneumonia after a brief illness on March 21. He is survived by a widow, a son and a daughter. Mr. Hartley was well known, having extensive relations in the surrounding country. He was also in close touch with the part of their Hardware business managed by M. L. Hartley in Cambridge.



# HARDWARE

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## EDITORIAL TRADE REVIEW.

From all reports, the prosperous conditions existing in the Hardware industry still continue and afford a foundation for the heartiest congratulations. They not only continue in the fullness thereof, but show an excess that is considerably ahead of anything we had last year for the month of March. It was thought a shrinkage of the volume would be noticeable, but the early opening of Spring has made the consumption of goods show up in a remarkable manner, and the dealers are using every conceivable method of urging to get their orders filled, even pressing for delivery of goods that were conservatively ordered for a later period. Jobbers have not been able to get all their back orders, bought at old prices, filled yet and they have crowded a lot of goods into March that they figured would not count in their sales for a month yet; in fact, they have been persuaded to let some stocks go out on earlier dates than usual, from the urgent nature of the correspondence developing unusual pressure. And this applies to goods of every description in the Hardware field without exception. It would be difficult to characterize any especial line of Spring goods that would not be found within the zone of activity.

The demand for Nails has been of the heaviest, and the mills find business enough on their books to warrant but few idle moments for months ahead. The jobbers are unable, under the circumstances, to keep an average assortment for their clientele, much to their regret. The car shortage continues, and prompt shipments are difficult of achievement, as orders are on such a liberal scale, which has been greatly facilitated by the conservative manner of handling the price, with little or no such thing as speculation to guard against.

Prices generally are beginning to let up on the desire and disposition to make even the fractional advances, which for some time have been prevalent. It takes the form now of promulgating new list prices, to average up quotations that old discounts made too varying, too high or too low on some things, necessitating a new list. But, while few advances by comparison are noted, there has been no necessity to retrograde. Advances that have been made once are still entitled to respect, and hold for the future.

The demand for Builders' Hardware and Mechanics' Tools is still a brisk one, and will be found among the

most promising during the Spring and Summer. The number of buildings that are being erected all over the country, which is swept by the great wave of prosperity, is almost countless, and the desire for better habitations for families, and larger and more sightly stores for our merchants is a pardonable ambition; the handsome Hardware with which they decorate them has taken no backward step of late years, but is constantly toward improvement, to which culture and education have made us all susceptible; while the increasing wages of our artisans of whatever grade of work has enabled him to purchase eventually the highest grade of tools with which his work can be progressed, and enables him to show that grade of skill, on the possession of which his pay has been increased. The sales of everything in the way of fine and improved tools are daily adding to the Hardwareman's profits, and has made the Hardware store of to-day an object of interest even to those unfamiliar with what can be accomplished with them, and they have been made to feel a higher degree of respect and increasing confidence in the skill that elevates the mechanic so he can look the world in the face without fear of results.

## A WAITING ROOM WITHOUT LOAFERS.

A convenient waiting place, although almost a recognized necessity in many Hardware stores, particularly those that number country people among their customers, is so prone to become a convenient gathering place for loafers that it is tabooed by more than one retailer who would otherwise find it a source of satisfaction to his out-of-town guests and of profit to himself. Often a farmer whose wife and children are standing around waiting for him, is induced to leave the store without making a purchase that would otherwise have been made. He simply has not the time to look into the matter further then; will come and talk it over some other time. He really intends to, but that some other time never comes and neither does the farmer.

One enterprising Hardware dealer furnished a waiting place, and still banished loafers by a very simple method. He cleared away some of the plows and cultivators usually stacked along the floor from a space around his book-keeper's desk and proceeded to decorate with articles that would particularly appeal to women. A semicircular back-ground was built up of washing machines, churns, kitchen cabinets, etc., over which were draped hammocks and articles of a more restful nature. Inside this circle were arranged ornamental plant stands, fancy brackets, articles that appealed more to the ornamental than the work-a-day side of life. In the midst of this were seats for a reasonable number of waiting people, with a few magazines, plants and a globe of gold-fish to make the place as attractive as possible. In summer a water-cooler and filter added to the convenience of the guests and at the same time advertised an article that was on sale. The plants were arranged upon the stands in artistic display. Taken all in all the waiting room was really a very cosy and home-like affair, and one where out-of-town people, particularly women, liked to go to wait.

No loafers of the objectionable sort ever went there. The professional knew he would not be welcome in such a place and he did not feel at home there. He preferred the bare floor and cluttered up, barn-like appearance of some other Hardware stores. Neither did customers of leisure use the privilege unwarrantably. By placing it so near the book-keeper's desk the class of semi-loafers who like to swap stories or talk politics for an hour before starting home were eliminated, so many of their "very best" stories were not quite appropriate for feminine ears, and such a parlor-like waiting room as that was hardly the place for political discussions. About the only class of people who felt at home there were the very ones for which the place was intended, the women and such men as were gentlemen and accustomed to genteel surroundings.

There is no longer any trouble in that store with cigar smoke, tobacco quids and offensive talk. At the same time if the wife can be prevailed upon to excuse her husband long enough for him to investigate some new machine, she can be shown to a place where she will feel not only comfortable but at home. Instead of having to overturn a pile of junk to dig a dirty broken chair out of some back corner, she can be politely shown to a place that she at once sees is especially prepared for her, and there left in enjoyment of the latest magazine or a cursory study of some article on sale in which she feels an interest.



### A FRESH INTERIOR.

There is plenty of room for the enterprising window-trimmer to exercise his art, or at least his influence, on the interior of the store. One of the charms about a well-kept window is its freshness, its newness. The average mortal likes a change and when he walks into a familiar store to find the arrangement of goods so altered that it looks different, it is sure to tickle his love for variety.

This does not mean that it is necessary to have a general tearing-up period every week or two that will throw the entire stock into confusion and drive the clerks to suicide. There is plenty of chance, with the side dishes of a Hardware dealer's commercial banquet, to change the effect of the whole board without overturning the entire arrangement. Then there are other than esthetic reasons for making little changes in the general display in the interior of the store.

One arrangement of the goods throws certain articles into the foreground that are interesting to a particular line of customers; then their purpose as leaders in the display has been served. A new arrangement will bring something else into view of someone who is interested in that and to whom the previously displayed article did not appeal.

A few days ago the writer saw a customer pick up an article with the remark:

"Why, hello; here is just what I have been wanting. When did you get them on?"

"Oh, I have kept them in stock for the last five years."

"Then why in Texas haven't you had them out where they could be seen?"

"I have always kept them in that case, right where they are now."

A little inquiry brought out the fact that the interior arrangement of the store had been changed slightly so that it brought a different part into prominence. The case had not been moved but had been rendered suddenly conspicuous by its surroundings.

There is probably not a Hardware store in existence that does not contain some article that would appeal to any man, woman or child who enters it; not the same thing, by any means,—if that were so, the Hardware sales of the country would be greatly increased,—but something that could be supplied if the want was known or that would be called for if the supply was known. It is up to the advertising department to make it known and part of the advertising department should be the interior arrangement of the store. No matter if it does seem perfect, shift it about a little, both for the variety of effect and for the purpose of bringing out new phases of the stock to the customer. An article that fails to attract notice when flanked by lawn-mowers may show up with greater pulling force on the cutlery department; more than that it may make the latter more attractive and its removal at the same time be a good thing for the lawn-mowers. Even if it isn't in any plainer sight it is in the midst of a new appearance and is much more apt to catch the eye on that account.

Of course there may be extremes in that as surely as in other things. A store should not be over-dressed any more than a business man should; that is no reason why either one should not be dressed at all. Neither should the matter be carried to the extent of confusion or to an appearance of perpetual house-cleaning. Many people like to have the place where they are accustomed to trade look familiar to them; to feel at home. There is a difference between an entire removal of the furniture and the replacing of an old bouquet with a new one. The stock-shifting should go just far enough to keep the interior of the store fresh and not so far as to make it seem strange or changed in general appearance. The little changes are just what get people in the habit of observing closely. The stock may not be new; it may not be displayed any better; they see more of it because they look about more than they would if they felt that no amount of looking would reveal anything different from what they had seen there a hundred times before and could see at any time during the next year. The habit of observation grows with use and there is no better way of making a man use it than by keeping him on the alert for new things in old places.

### THE LAST JACK.

A contractor now constructing a new trolley line, was recently describing how they replaced a derailed car and incidentally remarked that they always carried four lifting jacks on every car sent over the new route. A listener remarked:

"Then you always figure on replacing the car with the four jacks?"

"No; with three. We never get but three fast at once."

"Then why do you carry the fourth if you don't need it?"

"We keep one in reserve always for the emergency of a serious accident. We would send a man five miles afoot for another

jack rather than get our last one fast; otherwise what would happen if one gave way and one of the men got pinched under the car? We always have one loose for such an event."

A good many business failures may be laid to using the last jack. The business seems to need all the available resources to put it into working order and everything is drawn upon. Then comes an accident, a little bad luck,—and the man is pinched without any reserve jack to relieve him.

There may be times when to be bold is the chiefest virtue of the man; when it is best to burn the bridges we have crossed; to throw all thought of caution to the winds; to use our last jack. Such cases are rare and consist, in fact, only of the extreme exigencies for which we have been reserving a little corner of our resources.

Not long ago a large manufacturing concern failed because it had added to its working plant some \$200,000 worth of machinery needed in a contemplated expansion of the business. The old and new part of the concern were operating at a profit and the proposition looked business-like enough. It was weak in only the one point; the last jack was called into use; there was no reserve capital. The assets of the concern, turned over for the benefit of creditors are several times in excess of the liabilities. No one will lose except the members of the firm themselves and their loss is due, not to an unprofitable business, but to the mistake of getting all their jacks fast at once. When the pinch came there was nothing to lift with.

Napoleon taught his generals that the victory belonged to the army with the heaviest reserve. This has its limits, else a man with small capital and no credit would accomplish little. But there is likely to come into any business a supreme moment when the struggle is vital; when its very life depends upon the setting of another jack; when just a little extra force applied to the right spot would set the toppling car back on the rails but without which the strain upon the other jacks is effort thrown away.

### GET THE ADVANCE.

Just so long as the cost of production of labor and of material continues to increase will prices on finished products continue to advance. Manufacturers are moving the price upward very slowly, and only when absolutely forced to do so. Jobbers are holding to old prices as firmly as possible, but nevertheless most the merchandise in the Hardware store is higher now than when purchased, and could not be replaced to-day for the same figures. The stock therefore is worth more money and the wise Hardwareman is he who recognizes this fact and acts accordingly.

#### STOCK THAT COSTS MORE IS WORTH MORE.

An article in stock on which the price has advanced, let us say twenty per cent., should bring twenty per cent. advance over the former retail price—only in this way can the same average retail percentage of profit be maintained—and only in this way will the retailer be enabled to maintain his regular profits. The old cost should be forgotten and the new or higher cost should take its place. If the retailer has carried over from last year some refrigerators he should figure his selling price on the basis of 1907 prices—not his old cost. In other words, he should take advantage of the market, just as does the farmer or the dairyman. If eggs are selling at forty cents a dozen the farmer who is fortunate enough to have two or three hundred hens that are laying well, does not sell his eggs at twenty cents a dozen. He gets the market price regardless of his cost to-day just as he had to do a few years ago when he was selling eggs at twelve or thirteen cents a dozen which probably cost him thirteen or fourteen cents a dozen to produce.

#### DIFFICULT TO ADVANCE AND TO MAINTAIN PRICES.

The difficulty of advancing prices is more a matter of mind than of reality—anyway at the present time. Every one with any intelligence knows that "things are higher"—the public are prepared for higher prices and are paying them for almost everything else, and should for things in the Hardware store. Some lines of pocket cutlery are costing the dealer more to-day. The Hardwareman now pays \$4.25 a dozen for a pocket knife that formerly cost \$3.75 and sold at fifty cents. In some cases such a knife will now bring sixty-five and even seventy-five cents. After all a good American pocket knife is worth seventy-five cents, and the retail buyer will find less fault with this price than he would with fifty cents a few years ago. The consumer buys more easily and pays more quickly now than at any time in the history of the Hardware trade in America.

#### WHEN PRICES DECLINE.

Some there are who maintain that labor, which influences largely the cost of production, has been raised up to new and higher standard of wages; that this being so, the higher prices will remain. With all due respect to such a theory, let a busi-



ness depression come, and the supply of labor becomes far in excess of the demand, and those who need work will take positions at less than union scale of wages. What will be the outcome, receding prices causing the Hardware dealer to take losses in profits, making it necessary to sell much of his stock at perhaps a sacrifice.

Therefore the Hardwareman should make the most of the present opportunity of getting an advanced price and additional profit on goods now in stock, realizing that it is only a question of time when the declining market will come.

Another strong argument in favor of getting higher prices is in the fact that the cost of doing business each year is increasing and the wide-awake merchant is he who has his eyes open to this fact. For some years the Hardwareman has been enabled to get some concessions on his purchases which at times has enabled him to make a larger profit. Now the time has come when he must look for a better profit at the other end of the business, not where the goods are bought, but where they are sold.

#### COES WRENCH COMPANY TO INCREASE CAPACITY.

The Coes Wrench Company, Worcester, Mass., manufacturers of wrenches and machine knives, are to build large additions to their knife works at Coes and Mill Streets, which will increase the manufacturing capacity of the plant 150 per cent. This means a very substantial increase in the number of men employed. Not only will the knife works be enlarged, but departments in the new buildings will do work for the wrench works, which will increase the product of that department.

There will be three new buildings. A wooden building, 54 by 62 feet, will be devoted to the hardening department and the rolling mill proper. A one story brick building, 25 by 110 feet, will be occupied by the grinding, machine and straightening departments. This building will be connected with the older works by a one-story passageway, 25 by 35 feet, in which will be located an elevator of one ton capacity, this being necessary because the floors of the two buildings are on different levels. A new office building, three stories, and 30 feet square, will contain main and private offices, draughting room, and vaults for the storage of patterns, books, papers, etc.

This building will be of steel and cement construction and fire-proof throughout. The grinding, machine and straightening building will have a saw tooth roof, of copper, the first of that kind in the city.

In the engine room of the knife department will be placed a 135-horsepower Westinghouse electric generator, which will furnish the power for driving all machines in the new buildings. The buildings were designed by Frank L. Coes, president and treasurer of the Coes Wrench Company.

The extension of the Coes business is typical of enterprising Worcester industries. This is the seventh time the knife department has been extended in 12 years, and the eighth, including rebuilding after a fire, which amounted to an extension.

The business has increased tremendously of late. Last year the growth in the wrench department was close to 25 per cent, reaching the gigantic total of 60,000 dozens, or 720,000 wrenches, not including what is known as the key model wrench. This means 140,000 pounds of wrenches a month.

The knife department has progressed as rapidly. So great is the demand for this class of the Coes products, that orders have been refused of late, which would have kept the plant running for months, but lack of capacity compelled the declining of the business. With the additions to the plant, which will be completed by July 1, under the contract, there will be no necessity for not taking all the business that comes.

#### STAR CORUNDUM WHEEL CO., LTD.

Star Corundum Wheel Co., Ltd., Detroit, Mich., are now located in their new factory at 241-251 Cavalry Avenue, where they have a most complete equipment for the manufacture of abrasive wheels. Their location on the Wabash and Pere Marquette Railroads gives them exceptional shipping facilities. Their new building is of steel and concrete construction and absolutely fire-proof, and in the equipment of the same no expense has been spared to make it the model factory of its kind. This company employ the vitrified, silicate and electric processes, thus enabling them to meet the requirements of all users. Mr. J. C. Linder, formerly of the Abrasive Material Co., Philadelphia, is in charge of their Vitrified Wheel Department. With their new, complete and up-to-date equipment they are better prepared than ever to serve their patrons.

#### FISHING TACKLE IN THE HARDWARE STORE.

Fishing Tackle has a season and sells best from May to August. There is no better time than the present to put in a stock of these goods. The demand is increasing each year and the Hardwareman who goes in the business to-day will be in better shape to handle the growing trade in 1908. Those Hardware dealers who have added Fishing Tackle to their stock within the last three or four years, are united in saying that this is one of the best side lines which can be sold in the Hardware store.

##### FISHING TACKLE IS HARDWARE.

In days gone by, when but few people were interested in fishing, this line of merchandise was carried in the smaller towns by the druggist or perhaps the stationery stores—sometimes in book stores, but now that the sport has become so general and so much more popular, and with the ever-increasing sale the Hardware merchants are taking up this line and finding it most profitable. One reason, perhaps, that the druggists were the Fishing Tackle dealers, was because of the big profit which could be made in selling Fishing Tackle. The profit is as large to-day as it ever has been, and because of the large variety and great detail in the business, there will always be a good profit for the retailer.

In putting in a line of Tackle do not put in too large a stock the first year. Fishing Tackle, like other seasonable goods, is best fresh and new, and such goods as Silk Lines and Fishing Rods and even Reels will deteriorate with age. Moreover, styles and patterns change somewhat from year to year and the enthusiastic fisherman is always looking for up-to-date goods; but, on the other hand, the assortment must be large enough and complete enough to make a favorable impression. It is well to remember that much Fishing Tackle is sold because of being seen by the fisherman—not because he actually needs it.

It is surprising to see with what a small outfit it is possible to do successful fishing; therefore, it might be said that all Fishing Tackle in excess of a hook and line is unnecessary, and is purchased only because the fisherman takes a fancy to it. It is true that a fisherman realizes that he gets more clean pleasure in the sport if he has a complete and attractive outfit. In fact I know of a number of enthusiastic fishermen who get as much pleasure in purchasing their Fishing Tackle—in looking it over and in showing their Tackle to their friends—as they do in the actual use. These are facts that are well worth remembering and the dealer who acts in accord with them will find his trade growing and his store becoming more popular with Fishing Tackle.

##### FISHING TACKLE MUST BE DISPLAYED.

I remember once going into a Hardware store to get a little Fishing Tackle—what I wanted was three leaders. The clerk said he would see if they had any, pulled out a long drawer and then called to another clerk, asking: "Where are those Cat Gut Leaders that we had here?" After a while he found a box containing the leaders, and I was able to get enough to finish the day's fishing.

It impressed me then, and always has in like circumstances, if the same amount of Fishing Tackle which was in that drawer had been properly displayed in a show-case the dealer would not only have been able to make the sale more quickly, pleasing his customer, but also would have sold more of his Fishing Tackle. I remember at that time, after leaving the store, I afterward thought of some split shot that I needed and had to go back after it and poked around in the drawer and saw some other items which I bought. My experience was no different and my temperament is probably the same as that of many other fishermen.

The more attractive the display of Fishing Tackle and the more complete it is, the more Fishing Tackle will be sold. It is a surprising thing to know, the more Fishing Tackle there is sold, the more Fishing Tackle there will be sold.

Fishing is not a fad and never has become such, and undoubtedly never will. It is true that a man who once becomes an enthusiastic fisherman, seems never to lose his fondness for the sport. This being true, is evident that the business will not only be profitable but also permanent.

##### FISHING TACKLE IS PROFITABLE.

The profit in selling Tackle at retail varies somewhat in the class of goods. Medium-priced goods pay the best profit; as, for an example in Rods, a Rod which costs \$1.25 will bring \$2.50. One that costs \$1.00 can be sold for \$2.00. The Rod that costs \$2.75 can be sold for \$5.00. The rod that costs \$8.00 has to be sold for about \$12.00, and the Fishing Rod that the dealer buys for 65 cents or 70 cents will be sold for \$1.00.

Same is true in Lines and in Reels—in fact, right through the line of Fishing Tackle. The most profitable goods are the medium-grade goods.



Not only is the profit the more satisfactory in this class of Fishing Tackle, but the trade itself is more satisfactory from the fact that fishermen who buy the middle-grade Tackle are not cranks, as are those who are looking for the very best goods. A Fishing Tackle crank is as hard a customer to please as is a crank in any other department of trade.

Medium-priced Fishing Tackle is always the most profitable to handle because it is turned over the most rapidly. A dealer might sell five \$10.00 Rods in a season, or ten \$5.00 Rods in a season, where he would sell perhaps fifty \$2.00 to \$3.00 Rods in the same time.

#### CATER TO THE WANTS OF THE TRADE

A successful Hardwareman becomes a successful sporting goods man. It is just as necessary to cater to the trade in this line as it is in any other. One of the best ways to build up a Fishing Tackle department is to decide on some one clerk in the store who will be interested in this line of goods. Put him in charge of the Fishing Tackle business, give him authority to buy up to a certain amount, let him take care of the details, let him find out the local conditions and the local demand—give him full swing. When the department or branch of business is opened, make a good window display and put the stock as near the front end of the store as possible. Give it a good show.

#### FISHING TACKLE SHOULD BE ADVERTISED.

There are many ways of advertising Fishing Tackle besides the daily or weekly newspapers. The merchant must ever remember that Fishing Tackle is a line of merchandise that appeals to men, and this being the case you must endeavor to reach men. The local newspapers will do this with display advertisements and with reading notices.

After the Fishing Tackle season has opened, reading notices stating the large catches of fish in the vicinity of a good fishing point near by, together with a little local matter as to the best kind of Fishing Tackle to take for such fishing, and that it can be bought from the Hardware merchant—such reading notices are business bringers. Another successful way of advertising Fishing Tackle is with the circulars which should be mailed to a selected list of professional men and sportsmen. Such a list can be made up at odd times, and should be kept up to date.

A very good way to advertise this line of business is to offer a few prizes to be awarded monthly for the largest trout or bass, pike or pickerel which is caught in a given range of territory, getting the local newspapers, if possible, as the judge in the matter.

HAMMERNAIL.

#### IMPROVED METHODS FOR 1907.

Now that all traces of the holiday season are erased and the so-called dull months are at hand, the retail sporting goods dealer will find the time ripe for a taking of stock not only of the goods on the shelves but also of the methods of doing business which he has pursued in the past. All dealers who did not find an increase in the year's business over previous years should look closely to discover the weak points in the system. One end of the business which the dealer will find it profitable to investigate and readjust is the giving of credit and the taking advantage of every cash discount. The dealer who pays promptly and avails himself of all jobbers' discount will find his accounts vastly improved at the end of 1907. But he cannot do this unless he prevails upon his customers to pay cash for their wants and not to ask for credit. If he convinces them that he can best serve them by doing a cash business, and gives as little credit as possible, he will find himself better able to pay cash for his own goods when he needs them. The office end of the work should be given attention at the beginning of the year. Look to see if your books are kept in a modern and economic style. Frequently the dealer who has not adopted a neat, time-saving system finds his accounts very badly jumbled, and there is consequently a loss of time and often money. A proper organization of clerks and salesmen is an important factor in the smooth running of the sporting goods establishment. Many manufacturing concerns hold annual conferences of their traveling salesmen who go over the company's works, get familiar with the processes of manufacture and discuss prices and methods of approaching customers, and generally learn how to increase their value as salesmen. Since this plan is followed with such success by manufacturers and jobbers, why should not the retail dealers confer with their clerks at certain periods? When intimate business relations between employer and employee are established, the interest of the latter in the success of the firm is quickened and his efforts to that end will be more earnest. Get the clerks to feeling that they are integral parts of the business and that their ultimate advancement depends upon the zeal with which they work. The latter part of January and

February calls for some extra efforts on the part of the selling force to get rid of left-over holiday goods. Such articles should be disposed of, for it costs too much to tie up capital by carrying over stock until the following season. It is a wise plan to select a few leading articles and cut the price on them, not promiscuously, but with care and judgment, and then advertise a bargain sale of these specialties. This will not only result in a good trade in the goods advertised, but will also stimulate business in all other lines.—*Sporting Goods Dealer.*

#### LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

#### STOPPAGE IN TRANSIT.

QUESTION: A ships goods by freight to B and has a bill of lading made out to the order of B as consignee. B indorses the bill of lading to C, the purchaser of the goods from him. While the goods are still in course of shipment, A draws a draft on B, which is dishonored because B is insolvent. Can A stop the goods?

REPLY: An unpaid vendor of goods which are in course of shipment has the right on learning of the insolvency of the consignee to stop the goods so long as they have not reached their destination. This is known as the right of stoppage in transit. But if the consignee indorses the bill of lading for value to a purchaser without notice, the right to stop the goods in transit is thereby lost and the seller can no longer stop them.

#### "ANTI-GRAFT LAWS."

QUESTION: We find that an agent whom we have employed for many years has been receiving secret commissions from parties who have sold us goods. Can he be prosecuted?

REPLY: In most States he cannot. But some of the States, notably New York and Massachusetts, realizing the prevalence and commercial iniquity of such practices, have passed "anti-graft" laws making it a misdemeanor for an agent, servant or employee to accept without the knowledge of his employer a compensation or gratuity for the purpose of influencing him in his employment. Of course it is everywhere settled that such secret bribes or gifts belong to the employer, and he can compel the agent to account to him for whatever he has wrongfully received.

#### PARTNERS—RENEWAL OF LEASE.

QUESTION: A and B have been partners for about five years. Their agreement runs out this Spring. They have a lease on the store, on which they have made valuable improvements, till July 1st, 1907, with privilege of renewal. Can one of the partners without the other's knowledge renew the lease for his own benefit?

REPLY: As a general rule, he cannot. The relation of partners is one of trust and confidence. Neither partner can in the business stipulate for a clandestine advantage to himself. It has been frequently held that where one partner renews the partnership lease secretly in his own name, he will be held a trustee for the firm as to the renewal lease. The law recognizes the renewal of the lease as a reasonable expectancy of the tenants. One partner who stands in a fiduciary relation to his copartners, has no right to take any personal advantage or benefit without their consent.

#### DO NOT NEGLECT OPPORTUNITIES.

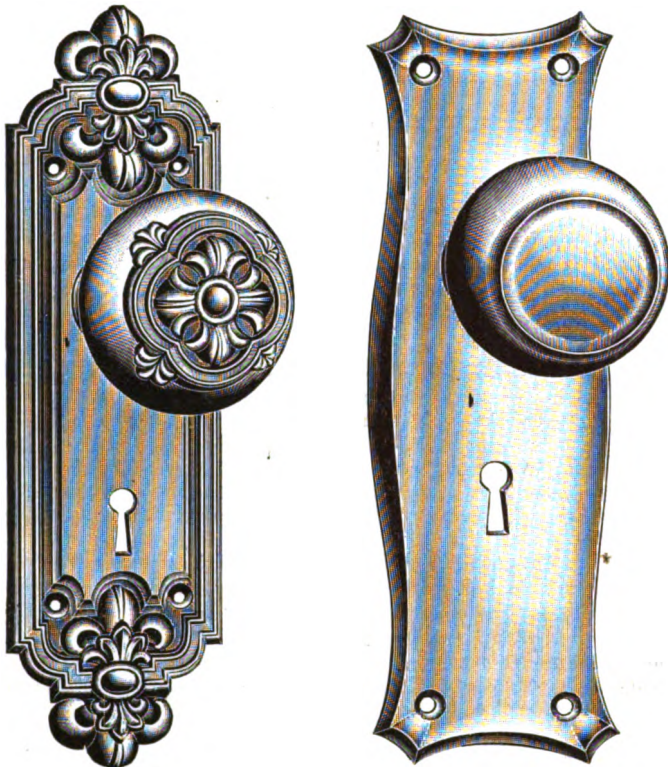
Many dealers in sporting goods overlook golden opportunities in their respective districts through failure to hit upon the proper line to feature for their customers' instruction and benefit. For instance, it should be obvious that, in a district where there is not even a cotton-tail rabbit, guns and ammunition should not be carried to the exclusion of fishing tackle, if fishing is good in the streams and lakes of surrounding country. Golf balls and clubs would be of little use in a town where there is not a country club within a hundred miles. Yet cases of mistaken judgment along these lines are by no means so infrequent as might seem at first glance.

Often where the requisite line of goods is carried, the dealer makes the mistake of putting it in stock and failing to make a display of it when the goods are in season. The dealer should look about him and ascertain what are the possibilities of his district and then proceed to cater to them or to awaken his patrons to their presence. In this way the trade may be built up to an appreciable extent.



**RUSSELL & ERWIN MFG. CO.'S NEW PATTERNS.**

Russell & Erwin Mfg. Co., New Britain, Conn., and 43-47 Chambers Street, New York, are constantly adding to the line of Builders' Hardware some of the most characteristic and appropriate patterns of lock furniture. Among the latest of these



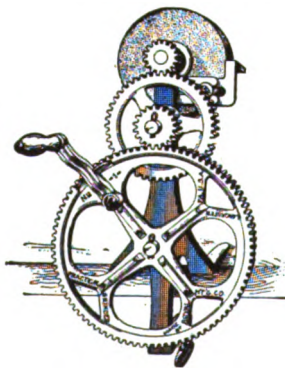
LE ROY DESIGN.

DORSET DESIGN.

is the Le Roy design, made of Wrought Metal, Bronze Plated, of which we show an illustration of combined Rose and Escutcheon; and the Dorset design in Plain Solid Bronze Metal is shown herewith in similar manner. These handsome goods are produced in full and complete assortments from Cylinder Front Door Vestibule and Office Locks to the Cup Escutcheons of Sliding Door Locks and from Push Buttons and Plates to Sash Lifts and Drawer Pulls.

**THE ALUNDUM GRINDER NO. 1 A.**

The Royal Mfg. Co., Lancaster, Pa., are the manufacturers of the Alundum Grinder No. 1 A, which we illustrate herewith, and which is designed for use on the farm or in shops where power is not installed, butcher shops, hotels, restaurants, etc. It is a portable machine, and is in consequence valuable as a time-saver to the worker with drills and tools requiring constant sharpening. Among other advantages to which attention is called may

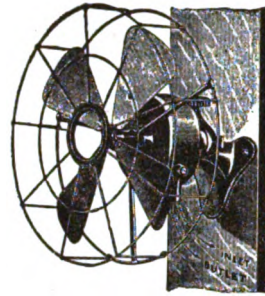


THE ALUNDUM GRINDER NO. 1 A.

be mentioned: It is a hand power, and can be clamped to a bench or table; has no foot-power attachment; no time is lost running back to the shop to sharpen, because the grinder is brought with you. It is especially recommended to farmers to sharpen any tool on the farm. Finished in aluminum bronze. The size of the grinder used is four inches in diameter by one-inch face,  $\frac{3}{8}$ -inch shaft. Machine stands 12 inches high. Main driving wheel  $7\frac{1}{2}$  inches in diameter. Weight 8 pounds. The shipping weight is 12 pounds. The grinding wheels are made of alundum, which is the hardest, sharpest and most durable abrasive known. It is made by a special electrical process at Niagara Falls by the Norton Grinding Co.

**BATES ADJUSTABLE WATER MOTOR FAN.**

D. L. Bates & Bro. Co., Dayton, Ohio, are the manufacturers of the Bates High Speed Adjustable Water Motor Fan, illustrated herewith, which has proved a decided success. This



BATES ADJUSTABLE WATER MOTOR FAN.

Wall Bracket Fan is provided with adjustable ball and socket, so the motor may be adjusted to throw air in any direction. Each Fan is provided at the inlet with a threaded brass fitting, to which may be screwed the ordinary rubber-hose coupling, or a permanent connection can be made at small expense. They are nicely finished in a combination of japan, oxidized copper and polished brass.

**THE "IDEAL" STEAM COOKER COOK BOOK.**

The Toledo Cooker Co., Toledo, Ohio, are now preparing for the trade a very handsomely illustrated 100-page Cook Book, with a general description or talk on Ideal Cookers, which they will be pleased to send without charge to those who ask for it.

**The "IDEAL" STEAM COOKER**

**COOK BOOK**

AND

**HELPFUL**

**TIPS**

**TO**

**HOUSEWIVES**

**PRICE**

**25¢.**

**The TOLEDO COOKER CO. TOLEDO, OHIO, U.S.A.**

We give an illustration of the front cover herewith. This company are large advertisers in a number of the largest and most widely-read family magazines published, including the *Ladies' Home Journal*, *Saturday Evening Post*, *Collier's*, *McClure's*, *Munsey's* and a number of other popular magazines. They feel that this advertising is going to create an immense demand for Ideal Cookers, which have a good many special and exclusive features that make it an excellent seller for the merchant. It will be to the interest of every Hardware dealer to get their catalogue and prices on these Cookers at once.



## RECENT TRADE PUBLICATIONS

FRANK KELLOGG, 563 Tenth Street, Brooklyn, N. Y. Catalogue of Trucks, including Store and Warehouse, Barrel, Box, Cheese, Butter, Dry Goods, Hotel, Trunk, Lithograph Stone and Grocery Trucks; also Three-Wheeled Hand Carts.

SHELTON Co., Shelton, Conn., with New York office at 107 Chambers Street, have issued two catalogues; one regarding Tacks, Small Cut Nails, Glazier Points, etc., with revised list, and one devoted to Carriage Bolts, Billiard Table Bolts, Miscellaneous Bolts, Bed Screws, etc. The catalogues are illustrated throughout, and are of a handy size for ready reference, both of which will be sent on application.

MODERN IRON WORKS, Quincy, Ill. Catalogue "C" of Plumbing and Steam Specialties including Cast Iron Ceiling and Floor Plates, Sink Couplings, Boiler Stands, Sink Brackets, Sink Strainers, Laundry Tub Legs, Float Valves, Soil Pipe Rests, Cesspools, Solder Pots, Service Boxes for Water or Gas, Flush Tank Meters, Sewerage Disposal Siphons, etc.

A. S. MORSS Co., 210-218 Commercial Street, Boston, Mass., have issued their 1907 catalogue of Marine Hardware, in which will be found listed nearly every motor-boat appliance on the market. This company has been long and favorably known as manufacturers and jobbers of Marine Hardware, Boat Builders' Supplies, Motor Boat Fittings, Edge Tools and Ship and Yacht Supplies. The catalogue is complete in its assortment of goods illustrated and described, and is of convenient size for the pocket.

CORTLAND INCUBATOR & MFG. Co., Cortland, N. Y., have favored us with a copy of their 1907 catalogue of Incubators, Brooders and Poultry Farm Appliances. Full particulars are given of these Incubators and Brooders, and the catalogue also shows a Curtain-Front Portable Poultry House, Colony Coop, Chick Shelter, Dry Feed Hopper, Thermometers, Standard Egg Testers, Galvanized Iron Drinking Fountains, Poultry Foods, etc. This will be found a very instructive catalogue, and the Hardware dealer interested will do well to apply for a copy, which will be cheerfully sent on request.

TOLEDO METAL WHEEL CO., Toledo, Ohio, are sending out two interesting catalogues relating to Wire Wheel Vehicles and their "Favorite" Bicycles. This company manufactures wheels for Express Wagons, Velocipedes, Children's Carriages, Go-Carts, Doll Cabs, Tricycles, Bicycles, Invalid Chairs, Hand Cultivators, Push Carts, etc., these vehicles being shown complete on the several pages of the catalogue. Price lists are included. Their Bicycle catalogue contains full descriptions and illustrations of their "Favorite" models for men, women, boys and girls.

ACME WHITE LEAD AND COLOR WORKS, Detroit, Mich. Priced catalogue of Acme Quality Paints, Enamels, Stains and Varnishes. For quick reference the catalogue contains a sectional index, each section having listed goods for specific purposes, viz.: House Paints, New Era Varnishes, Wood Fillers and Art Wood Finishes, Carriage and Wagon Paints, Floor Finishes, Oil and Varnish Stains, Enamels and Household Paints, Colors, White Leads in Oil, Zinc Whites in Oil and Varnish, Ochres and Venetian Reds in Oil, Barn, Roof and Metallic Paints and Shingle Stains; Miscellaneous. The various shades in which these products can be furnished to the trade are also shown.

SARGENT & Co., New Haven, Conn., with New York offices at 94 Centre Street, have distributed to the trade their catalogue of Wire Screen Hardware and other Spring and Summer Goods, with discount sheet, covering a large assortment of Screen Door Catches, Window Screen Corner Brackets, Door Screen Brackets, Screen Door Checks, Springs, Sets and Pulls; also Lever Ice Box Fasteners, Refrigerator Catches and Hinges, Garden Trowels and Hooks, Ice Axes, Carpet Stretchers, Tack Claws and Hammers, as well as Loose Pin Butts, Sargent's Adjustable Hold-Back Spring Hinges, etc., etc. This catalogue will be found very useful to the Hardware dealer, and should be sent for if not already received.

THOMAS PEPPLER, Hightstown, N. J., has issued a seasonable catalogue on the subject of Perfection Sprayers, and giving in-

formation on how and when to spray. These Sprayers answer all the requirements of a Tree and Vegetable Sprayer, and have a very large sale throughout the fruit and potato-growing sections of the United States. A full description of all the working parts is given, and much information on the subject of practical results by farmers. Numerous testimonials are given from pleased users, and a Spray Circular prepared at the Ohio Agricultural Experiment Station is a very useful one, as well as the various fungicide formulas. Mr. Peppler also offers the trade a Riggs Furrower and Plow, a Lever Wagon Jack, Corn Sheller, Barrel-Truck and Hand Cart.

PRITCHARD-STRONG Co., Rochester, N. Y., have recently published a very artistic catalogue of "Prisco" Money-Back Metal Ware Lanterns. This catalogue is of the loose-leaf type, so that it is perpetual, and may be added to at will. Their lines at present consist principally of Lanterns, but they expect to supplement the same shortly with such staple goods as Wash Boilers, Wash Tubs, Dinner and Milk Pails, Sink Strainers, Tea and Coffee Pots, etc., all of the very highest grade of excellence, and with special features that will render "Prisco" in a class by itself. In their Lanterns they have endeavored to emphasize in a substantial way high quality of material, excellent and long-burning qualities, difficulty in extinguishing flame, simplicity of construction and general strength. The illustrations are in natural colors, and the paper used is of the finest quality.

GEUDER & PAESCHKE MFG. Co., St. Paul Avenue and Fifteenth Street, Milwaukee, Wis. Illustrated catalogue of Cream City Ware. This catalogue is divided into several departments, including Pieced Tin Ware, Anti-Rust Tin Ware, Sheet Tin Ware, Stamped Ware, Japanned Ware, Miscellaneous and Enameled Ware. Every article that can be thought of under this classification is contained within its contents, and the catalogue is one that should certainly be in the hands of every Hardwareman. For convenient arrangement, attractiveness and completeness it cannot be excelled. Coincidental with the issue of this catalogue, this company pass into the second quarter century of their business existence. Several views are given of the buildings they have occupied, from the modest store they occupied in the beginning to the immense plant now given over to the manufacture of their large line of products.

AMERICAN ELECTRICAL HEATER Co., Detroit, Mich. Catalogue No. 22 of "American" Electric Heating Devices. Included in the contents will be found a line of "Steel Clad" laundry irons, regarding which the company say: "The new American 'Steel Clad' iron is the result of years of study, time and money. We have done away entirely with all weak points. The new iron consists of practically three parts, the body, the element, and the conducting cord and plug. The element is designed to withstand severest usage, and is also made so that it can be instantly removed and replaced without the necessity of ever returning the iron to the factory. The electric iron is always ready for use by merely turning on the current. It heats up in a few minutes. It may then be used constantly without changing the iron and without loss of time for any reason whatever. It gives off sufficient heat to do the work at hand, and the temperature may be readily controlled and kept at any desired point. There is no fire or combustion, consequently no odor, dirt, danger or rise in the temperature of the workroom. The heat being concentrated in the bottom plate where needed, there is no loss through radiation, or the unnecessary heating of other parts of the iron." This catalogue also describes and illustrates "American" Rheostats, adapted for use in connection with different appliances for reducing or regulating the temperature, particularly of Laundry and Tailor Irons; Disc Stoves, Water Heaters, Coffee Percolators, Tea Kettles, Chafing Dishes, Warming Pads, Hair Dryers, Curling Iron Heaters, Hot Water Urns, Coffee Urns, Broilers, Ovens, Serving Tray Heaters, etc.

The stamp of poverty is easily erased if you use the right eraser.

An affectation of simplicity sets the complex mind guessing. Every man feels that heroism is latent in him and yearns to be discovered.



## NEW GOODS AND SPECIALTIES

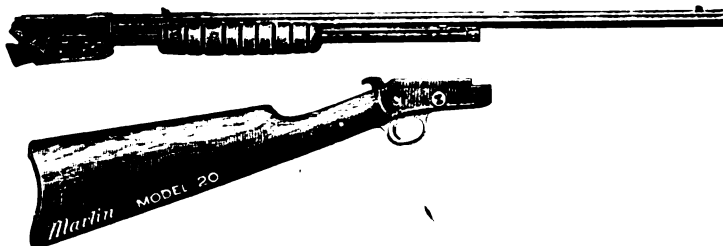
### NEW MARLIN RIFLE, MODEL NO. 20.

The Marlin Fire Arms Co., New Haven, Conn., have added a new "Marlin Rifle Model No. 20" to their line, which is a .22 calibre Take-down Rifle operated on the trombone principle, and possessing merits destined to make it a popular arm. It has the following specifications:



NEW MARLIN RIFLE, NO. 20.

Rifle holds 15 short, 12 long or 11 long-rifle cartridges. Barrels are octagon, 22½ inches long only. Ivory bead front sight; special, adjustable, flat-top rear sight. Frames of best quality gun-frame steel; blued finish. Buttstock of black walnut, 13¼ inches long; drop at comb 19-16 inches; drop at heel 2¾ inches. Steel buttplate, blued finish. Length of gun over all 39¼ inches; length taken down 26 inches. Extras such



THE TAKE DOWN FEATURE.

as selected wood, checking, etc., can be furnished. The rifle has tubular magazine and handles at one loading 15 short, 12 long or 11 long-rifle cartridges. The cartridges may be loaded into the magazine all of one kind or mixed indiscriminately, and the gun will handle them perfectly. Buttstock and forearm are black walnut, thoroughly air seasoned, carefully kiln dried and especially well made up. The small working parts are of best quality crucible steel; flat springs of Jessop's spring steel, imported. In the entire gun, the workmanship is in every way of the highest quality. Rifle has ivory bead front and a new improved adjustable rear sight with a flat top that does not obstruct the view for quick shooting and a vertical white line to assist the eye in getting the range quickly. The top of the frame and tang are drilled and tapped, so that the Marlin Receiver Sight or a tang peep sight may be used if desired. The barrel is 22½ inches long, octagon, made from the best quality gun-barrel steel, thoroughly welded and planished in the bar, free from seams and hard spots, carefully straightened, and is bored, rifled, chambered and finished on the Ballard system and guaranteed to shoot at least equal to anything of the same calibre, length and weight up to 200 yards.

### CLEMENT AUTOMATIC PISTOL.

The New York Sporting Goods Co., 17 Warren Street, New York, are the selling agents of the Clement Automatic, which



CLEMENT AUTOMATIC PISTOL.

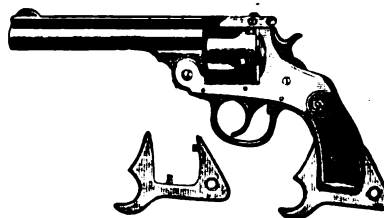
is a new self-loading 8-shot pistol of a suitable weight and size for the pocket. The Clement .25 calibre weighs only 15 ounces,

which is about half the weight of any other make. The entire length is only 5¼ inches, and the length of barrel 2½ inches. It is about ½ inch through, and is altogether the most compact little arm imaginable. The magazine holds 7 cartridges and with one in the barrel makes 8 shots, which may be fired in less than two seconds by simply pulling the trigger. The recoil

loads and ejects the empty shell and takes up all the "kick." Unlike most pistols of its kind, the sights do not move back with every shot, and thus a steady aim may be maintained until 8 shots are fired. This is considered to be a great advantage, and is found only in the Clement. High-power smokeless, rimless cartridges are used, which give great penetration and velocity. The shocking power "point blank" capacity are truly wonderful for so small an arm. An accessible safety is in easy control, and the pistol can always be relied upon. The Automatic Pistol, .32 calibre, of the same general description as the .25 calibre, but a little larger and a trifle heavier in weight, is in preparation for an early delivery. It is intended to shoot the regular Colt Automatic Cartridges, and will sell at the same price as the .25 calibre.

### HARRINGTON & RICHARDSON NEW REVOLVER GRIP.

Harrington & Richardson Arms Co., Worcester, Mass., are placing before the Hardware and Sporting Goods trade a new device in the shape of a Revolver Grip, which combines with a pocket revolver the grip of an army model, and offers a better hold than can be secured from any other similar device. When



HARRINGTON & RICHARDSON NEW REVOLVER GRIP.

attached to the revolver, it becomes as solid and as firm as any part of the frame, but can be detached by removing two small screws, permitting use of the Revolver either with or without the grip, as may be desired. The Revolver can be further secured by a ring or thong through the hole in the grip. This improvement can be furnished on all H. & R. Revolvers except the "American," "Young America" and "Safety Hammer" D. A. lines.

### THE "FLYER" LEVER ROTARY.

The H. F. Brammer Mfg. Co., of Davenport, Iowa, the well-known manufacturers of family washing machines, are now prepared to furnish the trade something new in the way of a washing machine. The accompanying illustration shows their Flyer Lever Rotary, which is in fact a washer out of the ordinary. By a careful inspection of the illustration, it will be seen that a lever is used as a means of starting the mechanism which imparts a reciprocating motion to the dasher in the tub, but to this lever is connected in an ingenious manner a large balance or fly-wheel, which after the lever has been set in motion, rotates at a fast speed and which can be easily and very materially increased without fatigue to the operator. The Company claim that the construction of the "Flyer" mechanism is of the simplest type of compound gearing, having the least number of parts, all being properly proportioned and strongly made. The fly-wheel, while on same shaft to which dasher is attached, revolves, however, independently of the dasher, and this combination has made it possible to reduce the number of parts re-



quired to a minimum, which is of infinite advantage, because the fewer the parts the less the friction. The great speed and consequent great momentum of the fly-wheel naturally tends to carry the mechanism over its dead center and preventing the slowing up of speed by any sudden intermittent load being thrown

all machine-bored and reamed, and the tub is made from selected white pine and finished in the natural wood, having electric-welded wire hoops. The frame is made from hard maple, and also finished in the natural wood. The castings are galvanized throughout, and a very neat appearing Washer is made by this



THE "FLYER" LEVER ROTARY.

on the mechanism by the clothes bunching, which may happen, and thus through the means of this fly-wheel, the operator is relieved of any exertion in order to keep the machine in perfect operation and speed. A comparatively slow and easy forward and back motion imparted to the handle by the operator, will transmit to the dasher an amply sufficient number of forward and backward movements to bring about quick and surprisingly good results, the dasher making a  $\frac{3}{4}$  turn with each stroke.

It behooves every one interested in Washing Machines to investigate the Flyer Lever Rotary. It is claimed to be a decided labor and time saver, absolutely prevents backaches, washes clean and does not tear the clothes.

This machine is sold on the exclusive agency plan and dealers who prefer placing their order through their Hardware jobber, can do so, the order, however, having to pass through the hands of the manufacturers to ascertain whether or not an agency has already been established at the point in which the dealer may be located and shipments will be made by factory direct.

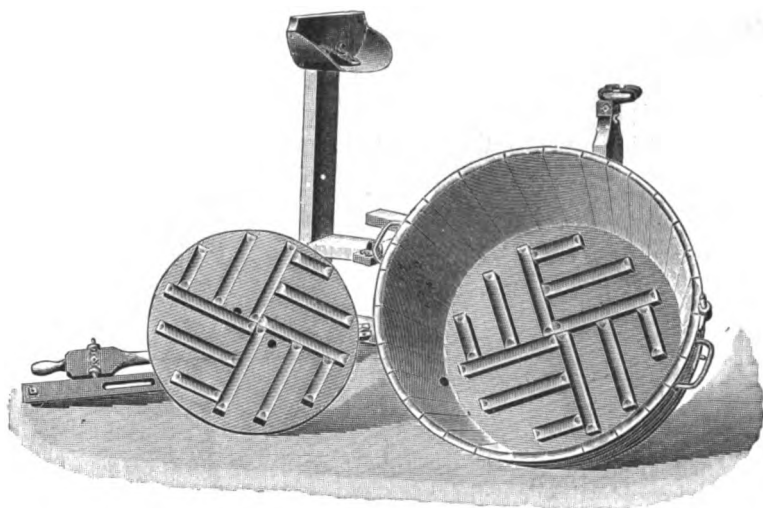
#### WIARD'S STANDARD WASHING MACHINE.

Wiard Mfg. Co., East Avon, N. Y., are the manufacturers of Wiard's Standard Washing Machine, of which we present illustrations, which has a double rotary motion, and is claimed to be



WIARD'S STANDARD WASHING MACHINE.

entirely different from any other Washing Machine on the market from the fact that the tub is moved in one direction and the upper disk in the opposite by means of a gearing. The bearings are



THE SEPARATION FEATURE.

combination. Fig. 2 shows the idea of separation—the frame, the tub and the yoke. It avoids the necessity, so common in other Washers, of moving the machine bodily in one piece, which requires more strength than is possessed by the average woman. The tub being detached from the frame, can be stored separately, while the frame and yoke can be put away in any convenient place. This cut also shows the method of ribbing the tub-bottom and upper disk. Neither of these series of ribs rubs over the clothes, but engages the clothes and carries them back and forth, and as these disks rotate in opposite directions the clothes are given a wringing, twisting motion, which, with the aid of the compartments formed by each series of ribs, forces streams of water in and through the garments; thus cleansing the contents



POSITION OF WRINGER.

of the tub in a very short time. Fig. 3 shows the arm raised for the purpose of putting in or removing the clothes. Particular attention is called to the position of the wringer, which does not have to be removed from start to finish. The drip from the wringer is carried back into the tub by means of the metal spout, the edge of which is folded over. There is no perceptible wear on the clothes. The easier the Washer works the greater the circulation of hot air and soap suds, and hence the faster it washes. It has no springs, cams, trips or other complications, and is consequently extremely simple in construction.



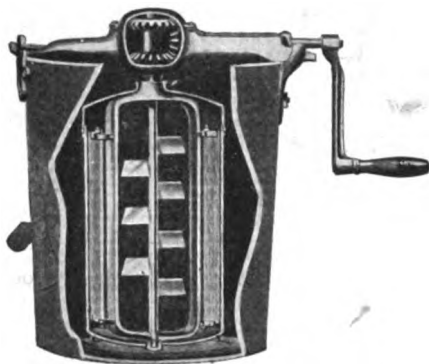
**JACK FROST FREEZER.**

The Sturges & Burn Mfg. Co., Harrison & Green Streets, Chicago, Ill., have put on the market the Jack Frost Freezer, shown in the illustration herewith. It is referred to by the company as a high-grade multiple motion machine, the tub being strong and substantially made from selected material, thoroughly



JACK FROST FREEZER.

kiln-dried to guard against shrinkage, and bound with extra heavy hoops of galvanized iron. All castings and gearings are also heavily galvanized. The beater in the center and the scrapers in contact with the inside surface of the can are independent parts in construction and operation, and travel in opposite directions. The can, also moving in an opposite direction from the scrapers, combined with the double action of the interior de-

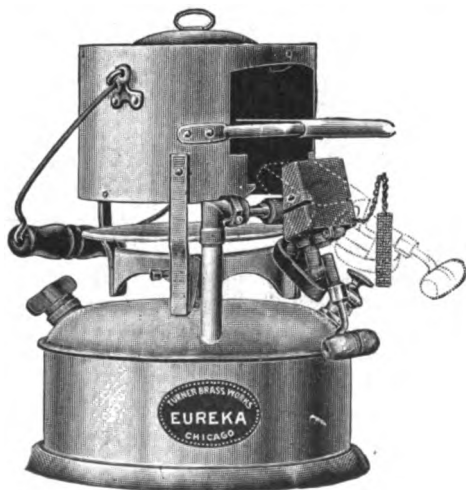


SECTIONAL VIEW.

vice, produces an excellent mechanical action for easy, quick and economical freezing. The gearing is simple, compact and completely inclosed. The wearing parts are self-lubricating, with no possibility of oil dripping into either can or tub. The can is said to be made of high-grade charcoal plate, heavily tinned and retinned. The freezer is made in 2, 3, 4, 6, 8 and 10 quart sizes.

**EUREKA FURNACE NO. 6.**

The new Furnaces placed on the market recently by The Turner Brass Works, of Chicago, Ill., known as Eureka Nos. 6



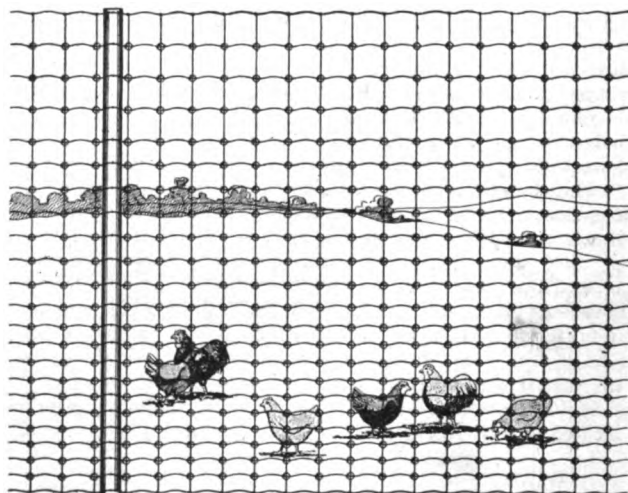
EUREKA FURNACE NO. 6.

and 14 are particularly adapted for the tinner, plumber and roofer, and also used by electricians and other mechanics. The

tanks are made of heavy galvanized iron, double seamed. They are equipped with automatic brass pump, having a burner operated upon a swivel joint, and are so arranged that the user can obtain a flame sufficient to keep his irons hot and a perfectly noiseless flame, which is a very desirable feature for bench work. A very novel device regulates the flame from a large blue flame of intense heat, to an illuminating flame if desired, or to a noiseless flame, if preferred. The top section or hood is detachable, so that the tank with the burner attached can be used as a blowpipe or blow torch. They are made and sold under the makers' guarantee. Your money back if not satisfied. The Turner Brass Works are manufacturers of blow torches and furnaces, under the trade-mark "Hot Blast" and trade-mark "Double Jet," and their catalogue is free. They cater almost entirely to the jobbing trade. The small orders are sent to the factory, cash to accompany the order. They do not open up retail accounts, as the leading jobbers throughout the country carry these goods in stock and are in position to sell them at factory prices.

**SOMETHING NEW IN THE POULTRY FENCE LINE.**

For a number of years there has been a constant and steady demand for good poultry fencing. Hardware dealers have been besieged with inquiries for something that was more substantial and durable than the light, flimsy poultry netting on the market. This subject has been repeatedly brought to the attention of fence builders, but the mechanism of most of the fence looms is such that it is exceedingly difficult to get a fence with close enough mesh to answer the purpose. The Peerless Fence Company of Adrian, Mich., after experimenting with this problem for more than two years, last year got out a style of poultry fence which is quite correctly illustrated in the accompanying cut; and that their judgment in the manufacture of a fence of this kind was wise, is indicated by the fact that they have never been able since they started making this line of goods to keep



THE PEERLESS JUNIOR POULTRY FENCE.

up with their orders. The fence, which is known as the Peerless Junior Poultry Fence, is made with a No. 11 top and bottom wire and No. 14 intermediate wire and cross bars. The cross bars are six inches apart and the line wires at the bottom of the fence are about one and three-quarters inches apart. The fence is stretched on posts in precisely the same way a field fence is and makes a strong, handsome and durable article.

The Peerless Fence Co. have adopted a policy not general with most fence companies in that they have insisted that this poultry fence shall be sold to the trade generally without giving exclusive protection to any one dealer. This has caused some criticism on the part of the dealers who desire the exclusive right of sale on this line, but the article is so popular with those using it that it was believed best to permit any Hardware dealer, who desires, to carry it in stock; and a uniform price is made on it to all, irrespective of the size of the order.

It is a good thing our wealthy men are usually men of strong character. If they feared criticism they would never give away a cent, for carping critics are always looking for a sinister motive behind every donation.

A prominent scientist and archaeologist says the Garden of Eden was in Mississippi, and wants to prove it by excavating. If it is the forbidden apple he expects to unearth, he can save labor, as the negro will do for the forbidden apple for the South for some time to come.



## PROFIT MAKING LINES

### FORSYTH MFG. CO.'S SPECIALTIES.

The Forsyth Mfg. Co., Buffalo, N. Y., are engaged in manufacturing a line of Bath Room Accessories, each article of which is of entirely new and original design. These goods are made from the best quality of cold rolled steel but heavily lickel-plated on brass or copper plate. Each article is polished and buffed, giving a finish that is equal to that on the highest priced goods. They also manufacture a line of Moulding Hooks in both plated and solid brass. The pleasing design and fine quality of these goods appeal to the trade generally and the prices at which they are sold make them desirable goods to add to a general stock of Hardware and insuring the dealer an increased business at a greater profit. We present a few illustrations of these lines, and as they publish a catalogue, we would urge upon our readers the desirability of becoming familiar with the articles through its medium.

#### BATH ROOM ACCESSORIES.



No. 501.

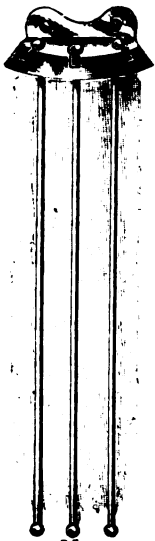
Revolving Toothbrush Holder. Made with openings for six brushes and designed by the letters A, B, C, D, E and F in Old English style. The revolving Holder is suspended on a wall bracket and allows the brushes to hang and drain freely without



No. 502.

soiling the wall or bracket. The cup form of Holder with openings marked by Old English letters gives the article an ornamental and attractive appearance.

Sanitary Toothbrush Holder. Holds six brushes and its openings are designated by Old English letters, the same as in No. 501. The general outline, together with the markings of this article, make it very attractive to store-callers and readily sells itself when properly displayed.



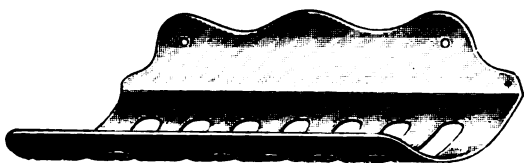
No. 504.

Three-Arm Towel Bar. Constructed to locate arms automatically and positively in correct position, either closed or open. This article never fails to interest a customer. Each end of its arms are provided with balls which are much larger in diameter than the openings in which they are suspended. The "Riddle," together with the fine appearance of the article makes it a ready seller.



No. 505.

Tumbler Holder. A glance at the cut of this article will explain to any one why it outsells all other styles and designs without regard to price.



No. 506.

Comb and Brush Shelf. This article is of a decidedly substantial appearance, being  $7\frac{3}{8}$  inches long by  $3\frac{3}{8}$  inches wide, so constructed that it does not accumulate dirt. It is of good design and finish. Never fails to attract attention and sells wherever it is displayed.

Soap Tray, Shell pattern. Beautiful in design and finish. Never fails to attract attention.



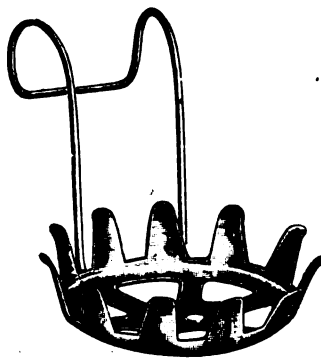
No. 507.



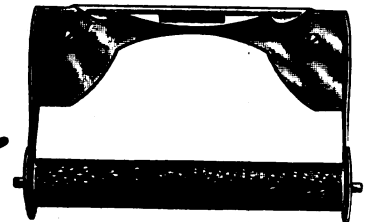
No. 508.

Brush Broom Holder. Entirely new design and very ornamental. It does its work perfectly and it is a good seller whenever displayed.

Wall Sponge Basket. Oval shape,  $6\frac{3}{4}$  by  $5\frac{1}{2}$ . The merits of this article cannot be overrated. Its pleasing design and massive qualities insure quick sales.



No. 509.



No. 803.

Toilet Paper Holder. Something entirely new and original, combining a receptacle for a cigar and match scratcher. This article has the "Forsyth" finish, even to the wood roller, which means the "best."

#### MOULDING HOOKS.

No. 601.

Little Giant. Is a plain brass plated Hook, strong and serviceable at a low price.

No. 611.

Little Giant. Is plain but strong and serviceable and made from solid brass.

No. 602.

Big Giant. Is a plain, brass plated and extra strong Hook at a low price.

No. 612.

Big Giant. Is a solid brass Hook made very strong and massive.

No. 603.

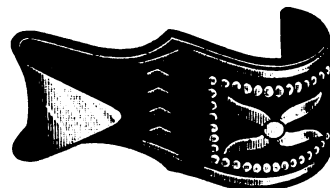
The "Orient." Is an embossed and brass plated Hook at a moderate price the design harmonizing with Oriental decorations.

No. 604.

The "Orient." Is a solid brass embossed Hook, very wide and massive in appearance. The design harmonizes with Oriental decorations.

No. 605.

The "Uncle Sam." An embossed brass plated Hook of unusually good selling qualities in this country.



No. 606.

The "Uncle Sam." Is a solid brass embossed Hook. Its fine finish and popular design makes it in great demand.

No. 607.

The "Beauty." An embossed Hook of beautiful design. Made from solid brass and never fails to be selected where the highest grade is desired.



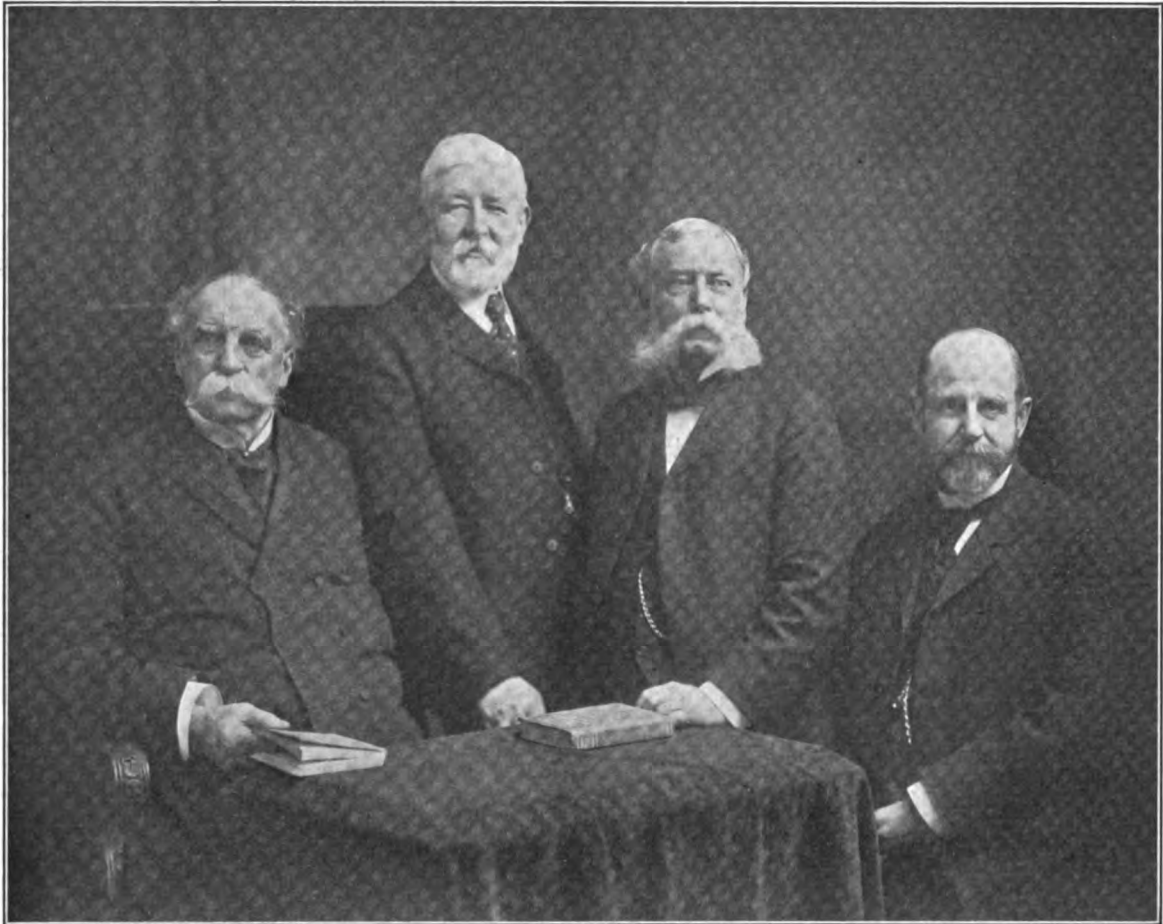
## COMRADES IN BUSINESS FOR A HALF CENTURY

The photograph of which the engraving displayed herewith is a perfect representation, it would be difficult if not impossible to match throughout the trade, showing as it does four men who have been associated an average of a half century of close fitness to labor without a single interruption to any of them. The association of these four men in an unbroken series of fifty years is a notable event, even of friendship let alone business. They are George H. Sargent, Thomas J. Atkins, who sits at the end of the table; George Munson and William J. Ladd. They are well-known personalities in the Hardware manufacturing house of Sargent & Co., New York, and are known and appreciated by all men in the trade as having been part of the fifty

of pages of their large and complete catalogue, as well as in the special and subordinate work covering the products of their own factories alone, which can always find employment enough for a congenial compiler, while over the labors of his valued assistants, Mr. Sargent's ever ready hand was noted as pre-eminent.

It is several years now since George H. Sargent found it necessary to worry over details connected with the store. He at last can safely steal away on little excursions to different points of restful content, well knowing the machinery of a systematic plan with the assistance of his three veteran chiefs will progress indefinitely.

Their combined ages number 280 years, or an average of 70



GEORGE H. SARGENT.

GEORGE MUNSON.

WILLIAM J. LADD.

THOMAS J. ATKINS.

years of industrious endeavor, which the personality of each has helped to create the success which has crowned their efforts, while leaving the industry enthroned far in advance in artistic fitness and educational supremacy.

It was the thought of their close communion for so many years, now that each was nearing the patriarchal limit, Mr. Sargent having already exceeded it, that caused them to think it should be commemorated by a photo of all symbolizing a position of fitness in trade annals to which few could aspire, and fewer still expect to reach. Think of it, fifty years of labor side by side, each filling, as few men could expect to fill, positions of trust and fidelity in which each was supreme and loyal to his grateful employer, who recognized the work of each was perfect from the earliest inception.

Every year in which they have been together they have loved their work as willing workers should. Mr. Atkins as general manager has found congenial employment in directing the forces of this vast establishment, and in studying out the details of the work in hand. Mr. Munson, through whose hands the products of the factories were fated to pass, and become assimilated in the stock, while the purchase of additional supplies it was his province to attend to, and in the multifarious duties connected with the purchasing department, he found a pleasant task. The monumental labor of the catalogue department was Mr. Ladd's care, and every Hardwareman knows the wearisome labor of providing the engravings and descriptions that cover hundreds

years, although Mr. Sargent can point to 78 of them, and Mr. Ladd to but 64. A glance at the photo which accompanies this will prove beyond a doubt they hold their ages well, which with no steps lagging in their daily work indicates a love of employment rare to find after so many years of loyal service.

The acquaintance of Mr. Sargent with the writer commenced as far back as early in 1856, when as pick-up buyer of an old Hardware house, with whom I had established a connection, I visited the Peck & Walter Mfg. Co. to "pick up" some Bed casters, for at that time in the history of the trade we did not make a back-order system of large dimensions, but picked up the goods to fill the order complete from some New York representative, even to the extent of dividing the profit. Tommy Atkins, as we boys all knew him at that time, mounted a ladder, and got the casters from a top shelf, chuckled them to me, and descended the ladder, which wasn't one of the Bicycle Step Ladder improved kind at that early date, and then made out the bill, and sent me on my way rejoicing. I mention this to show the many duties that a clerk had to perform in the early stages of the Hardware business. Mr. Sargent had a large shipment ready on the sidewalk, and was marking one of the cases. I lingered a moment to look at him, for I was then considered no slouch at marking myself. At that time they occupied a store at 85 Beekman Street, but buying out the Peck & Walter Mfg. Co. about that period really started the successful business that is now the representative Hardware manufacturing house of the United States.



### HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

#### PATENTS EXPIRED MARCH 18, 1907.

- 423,413. CUTTING TOOL. T. Carroll, Noble, Iowa.
- 423,483. WRENCH. J. Lepley, Lewisburg, Pa.
- 423,485. ASH SIFTER. M. E. Moore, Deering Center, and A. F. Hill, Portland, Me.
- 423,493. LATCH. L. Scofield, Grand Haven, Mich.
- 423,509. WRENCH. F. F. Asmus, Hull Prairie, Ohio.
- 423,513. COMBINATION TOOL. A. Clarke and J. F. Clarke, Essex Center, Ontario, Canada.
- 423,613. STOVE OR RANGE. J. F. McKee, Pittsburgh, Pa.

#### PATENTS EXPIRED MARCH 25, 1907.

- 423,938. LATCH. W. S. Merritt, Auburn, N. Y.
- 423,962. STEP LADDER. C. L. Smith, Pittsburgh, Pa.
- 424,018. FILE. L. Muller, Dresden, Saxony, Germany.
- 424,257. DOOR CHECK. J. D. Barber, Cleveland, Ohio.
- 424,263. CIRCULAR SAW. R. J. Bole, Beaver Falls, Pa.
- 424,289. LANTERN. E. E. Glidden, West Oldtown, Me.

#### PATENTS ISSUED MARCH 26, 1907.

- 848,003. SCREW. F. W. Braunschweig, Watertown, Wis.
- 848,034. DOOR LATCH. C. Husemann, St. Louis, Mo.
- 848,058. WRENCH. J. H. Shepherd, Idaho Springs, Colo.
- 848,175. WINDOW SHADE FASTENER. G. E. Johnston, Denver, Colo.
- 848,195. COMBINED SHADE BRACKET AND CURTAIN ROD SUPPORT. C. H. Nelson, Iola, Wis.
- 848,194. MAGAZINE SOCKET NUT WRENCH. A. L. McMurtry, New York, N. Y.
- 848,204. ADJUSTING MEANS FOR MONKEY WRENCHES. S. V. Rehart, Piru, Cal.
- 848,219. WASHING MACHINE. R. Woerner, Mannheim, Germany.
- 848,452. WASHING MACHINE. E. G. Ellis and P. E. Avett, Alto Pass, Ill.

#### PATENTS EXPIRED APRIL 1, 1907.

- 424,457. NUT LOCK. C. Brown, Freeport, Ill.
- 424,461. DUST PAN. G. A. W. Gage, Jr., Greeley, Colo.
- 424,467. BALL CASTER. H. A. Dalrymple, Rutland, Vt.
- 424,511. CARPET FASTENER. O. D. Southworth, Gasport, N. Y.
- 424,583. NUT WRENCH. D. Steiner, Adamsburg, Pa.
- 424,601. SAFETY RAZOR. B. Von Eigen, Newark, N. J.
- 424,613. COMBINED SPRING HINGE AND DOOR CHECK. J. M. Morris, New York, N. Y.

#### PATENTS ISSUED APRIL 2, 1907.

- 848,632. BIT. G. T. Chafin, Stafford, Kans.
- 848,633. PADLOCK. C. A. Chubb, Wilmington, N. C.
- 848,712. DOOR SPRING. E. J. Wells, Nashua, Iowa.
- 848,816. COOKING POT. E. Duerr, Blacknang, Germany.
- 848,817. DOOR FASTENER. I. A. Fleming, Union City, Wash.
- 848,837. CARPENTER'S FLOOR VISE. R. Marz and J. P. Schneider, Newport, Ky.
- 848,842. SAW TOOTH. L. G. McKam, New Westminster, British Columbia, Canada.
- 849,090. WASHING MACHINE. H. E. Thompson, Denton, Tex.

### AN AMERICAN DECORATION.

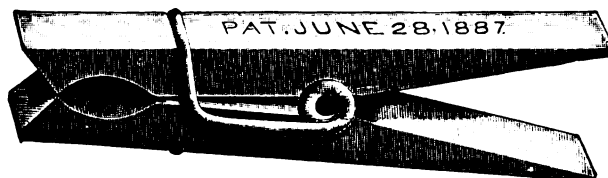
At the meeting of the Executive Committee of the American Institute of Social Service, held recently at the Players' Club as the guests of Mr. Richard Watson Gilder, announcement was made that the *Scientific American*, through a desire to co-operate with the work of the Institute in promoting an American Museum of Safety Devices, would give annually a gold medal, to be awarded by the Institute, for the best device for safeguarding life and limb.

An Advisory Committee of the editors of the great technical papers was organized to co-operate with the Institute in the work of protecting life and limb. As at present constituted the advisory committee consists of fourteen representatives from the *Scientific American*, *Iron Age*, *American Machinist*, *Railway and Locomotive Engineering*, *Automobile*, *Electrical World*, *Street Railway Journal*, *Dry Goods Economist*, *Electrical Age*, *Railway Gazette* and *Engineering and Mining Journal*.

The Exposition of Safety Devices which was held by the Institute in New York last month has been forwarded from the Exposition at Chicago, where it was loaned for one week, to Boston for their Exposition during the second week in April.

### THE U. S. SPRING CLOTHES PIN.

The advance in civilization has made demands upon the genius and ability of the mechanic to provide for the ever-increasing wants of mankind. In no branch of industry has the demand been greater than in that which is intended to lessen the labor, and render less irksome the duties of the housewife. In this manner the clothes pin has received its share of attention. From the crocheted stick to the common split pin was but a step, and then came a so-called spring pin of wood and brass, that was little or no better than its predecessors. Then came the metal spring pin which would undoubtedly hold the clothes, but



THE U. S. SPRING CLOTHES PIN.

would invariably leave a rust stain behind. Finally there has come upon the market a pin on which no one as yet has been able to suggest an improvement, the United States Spring Clothes Pin, manufactured by the U. S. Clothes Pin Co., Montpelier, Vt.

These pins are very simple in construction, being made of two pieces of kiln-dried hard wood, and one piece of galvanized spring steel wire. There is not a peg, pin or rivet in them to break or get out of repair. The spring binds the two pieces of wood in position, and never loses its strength. The wire is manufactured especially for use in these clothes pins, and is so galvanized that it is not acted upon by the atmosphere. Their large and increasing sale in all parts of the world is a guarantee of their superiority.

### THE TURPENTINE INDUSTRY.

A Southern trade paper states that if present conditions are permitted to continue, the extinction of the long leaf pine will be complete within the next 40 or 50 years. The United States government is fully alive to the situation, but it is difficult to see in what way they can remedy it further than by giving advice to the owners. It is customary to lease tracts of timber for short terms of years to turpentine operators. The lessee naturally endeavors to obtain the largest quantity of products he can during his term of lease. As there is practically no supervision, he bleeds the trees to such an extent as to damage them. The timber speculator and the turpentine operators appear to be in control and are indifferent as to whether the country is depleted or not of the long leaf pine.

The following description of the method employed in the distillation of turpentine is taken from one of the publications of the United States department of agriculture.

"The process of distillation requires experience and care in order to prevent loss in spirits of turpentine, to obtain the largest quantities of resin of higher grades, and to guard against overheating. After heating the still somewhat beyond the melting point of crude turpentine, a minute stream of tepid water from the top of the condensing tub is conducted into the still and allowed to run until the end of the process; this end is indicated by a peculiar noise of the boiling contents of the still and the diminished quantity of volatile oil in the distillate."

"On reaching this point the heating of the still and the influx of water have to be carefully regulated. After all the spirits of turpentine has distilled over, the fire is removed, and the contents of the still are drawn off by a tap at the bottom. This residuum, the molten resin, is first allowed to run through a wire cloth, and is immediately strained again through coarse cotton cloth, or cotton batten made for the purpose, into a large trough, from which it is ladled into barrels. The legal standard weight of the commercial package is 280 lbs., gross, no tare being allowed. The finest grades of resin are largely used in the manufacture of paper, for sizing, of soaps, and of fine varnishes; the medium qualities are mostly consumed in the manufacture of yellow soap, sealing wax in pharmacy, and for minor purposes; and the lower and lowest qualities are used for pitch in ship and boat building, brewers' pitch, and for the distillation of resin oil, which largely enters into the manufacture of lubricating agents."



## UNIVERSAL SCREEN DOOR CATCH

LIVE DEALERS WILL HAVE THEM  
Lowest Priced LOCKING Screen Door  
Catch on the Market.



Easily put on. No mortising or cutting.  
Holds door firmly shut when closed.

PUSHING DOOR RELEASES CATCH

If your jobber cannot supply them write us for  
list of those having them in stock.

MANUFACTURED ONLY BY  
**PECK, STOW & WILCOX COMPANY**

CLEVELAND, OHIO, U. S. A. and  
NEW YORK, U. S. A.

## NEW HOME WASHER

Ball Bearing, No. 35.

This is not a Grindstone, Saw Mill, or Thresh-  
ing Machine.

It is a Labor Saver, Worry Killer and Wonder  
Worker on Wash Day.



A  
MONEY  
MAKER  
for you,  
Mr. Dealer.  
ORDER  
NOW

This is THE  
WASHER  
and the sea-  
son of the  
year to head  
off your  
MAIL ORD-  
ER competi-  
tor.

Ask your job-  
ber or write  
us for George  
Washington  
booklet.

PATENTED  
**THE STANDARD MFG. CO.**  
SHELBY, O.

## OUR CANADIAN LETTER

TORONTO, APRIL 5, 1907.

### ONTARIO RETAIL HARDWARE CONVENTION.

The second annual convention of the Ontario Retail Hardware Association, held in Toronto on March 28 and 29, was a decided success, about sixty delegates being present. The association was first organized on April 13, 1906, conventions being also held last May and September. That the work of organization has been pushed aggressively is shown by the fact that with an organizer in the field for only one month, and with a controversy on with the jobbers, which prevented the traveling salesmen from helping in the enrolling of members, upwards of 170 names are now on the membership roll, and the treasurer was able to report a balance on hand of considerably over \$200. All work done so far has been voluntary, however, with the exception of a small honorarium of \$50 voted to the secretary at the present convention.

### THE SECRETARY'S REPORT.

After outlining the progress made by the association and referring to the organization of several district associations the secretary's report said:

The greatest success so far secured by our association is in the matter of the parcels post c.o.d. agitation. Our association was the first to take up this matter and in spite of the refusal of the Retail Merchants' Association to co-operate, we conducted the campaign so vigorously that the Postmaster-General was forced to withdraw the legislation aimed to benefit the mail order houses at the expense of the retail trade throughout the country. If for no other reason this work has been sufficient warrant for the existence of the association, as it can safely be said that had the retail Hardwaremen in Ontario not organized a year ago the parcels post c.o.d. legislation would now be in force.

The work of the committees on mutual fire insurance and account collections has also been of considerable value to the trade and satisfactory results should follow from the work very

shortly. In fighting trade evils the association has also proved the necessity of its existence. The cartage charges question was thrashed out with the wholesale association, and on the jobbers refusing to remedy the evil complained of the association took the matter up with the Railway Commission. The correspondence read to the convention shows that the association is making progress in securing a satisfactory solution of the matter.

Numerous complaints have been made of jobbers selling to consumers and the association has taken up this question with the Wholesale Hardware Association, recommending that they take action to protect the retail trade by adopting a different scale of prices to be used when goods are sold to persons who do not buy them to be sold again. This matter has not yet been dealt with by the Wholesale Association, and it is one which should receive considerable attention from this convention.

The recommendation of the September convention that enamelware "seconds" be marked as such in large letters, has not yet been adopted by the manufacturers of enamelware. They have, however, assured us that they will give no further cause for complaint in this matter.

We have also taken up the matter of abolition of exemptions from garnishment so as to make it harder for "dead beats" to operate, and the question of securing proper classification on Hardware freight has also received some attention.

### TAKES TIME TO PRODUCE RESULTS.

The above shows that the association has led an active existence during the past year. It must be remembered, of course, that it takes time to produce results, and I am sure the members of the association realize that the officers have done well in the face of many obstacles. In view of the progress made it would be suicidal for the retail trade to hesitate now. There should be no hanging back as every member added to the fold makes it easier to secure satisfactory results on any work taken up. Our association must secure at least 300 to 400 members in order to be sufficiently strong to command respect from those with whom we have to deal in order to better the retail trade conditions.

(Continued on page 35.)



## REVIEW OF THE MARKETS

**WIRE NAILS:** The mills are becoming more and more tardy about deliveries, owing to the car shortage and inability to get sufficient steel for their uses, while the trade confidently forward the orders and trust to good fortune to obtain a supply that enables them to keep their customers quiet, full assortments being difficult of attainment. The market is steady under the circumstances, prompt deliveries securing premiums when possible. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

|                                 |        |
|---------------------------------|--------|
| Carloads to jobbers .....       | \$2.00 |
| Carload lots to retailers ..... | 2.05   |

**New York.**—The demand for Wire Nails in a local way is not remarkable, and by comparison fails to equal last year, although some early orders are being received by jobbers which place their stocks in better condition for delivery. The market continues firm, with quotations as follows:

|                                      |        |
|--------------------------------------|--------|
| To retailers, carloads on dock ..... | \$2.19 |
| Less than carloads on dock .....     | 2.33   |
| Small lots at store .....            | 2.30   |

**CUT NAILS:** The Cut Nail Association not having advanced their quotations at the last meeting, the demand still continues good, being better than the deliveries and greater than the output. The sizes most in request are difficult to get without paying in some cases a premium to obtain them. Quotations are as follows, f.o.b. Pittsburgh:

|                                       |        |
|---------------------------------------|--------|
| Carload lots to jobbers .....         | \$2.05 |
| Less than carloads to jobbers .....   | 2.10   |
| Less than carloads to retailers ..... | 2.20   |

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

**New York.**—The local business is moderate, although there is a better assortment than usual in the market in consequence, on account of the receipt of some delayed shipments. Sales of small lots from store are on the basis of \$2.30.

**BARB WIRE.** The unusual early demand, which has urged the mills to supply the large volume of Barb Wire already ordered, and at the earliest date possible, has made a small premium possible in some cases for prompt delivery. Deliveries are retarded in consequence. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                                         | Painted. | Galvanized. |
|-----------------------------------------|----------|-------------|
| Jobbers, carload lots .....             | \$2.15   | \$2.45      |
| Retailers, carload lots .....           | 2.20     | 2.50        |
| Retailers, less than carload lots ..... | 2.30     | 2.60        |

**SMOOTH FENCE WIRE:** The demand keeps up, but the supply does not get ahead of it, delayed shipments being the rule as the mills find deliveries still backward. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                           |        |
|---------------------------|--------|
| Jobbers, carloads .....   | \$1.85 |
| Retailers, carloads ..... | 1.90   |

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

**MOUSE TRAPS:** On common wood choker Mouse Traps, quotations of manufacturers show an advance of about 2 cents per dozen holes. The present market price to the retail trade may be represented in a general way by the quotation of 11½ to 12 cents per dozen holes.

**HATCHETS:** At a recent meeting of Hatchet manufacturers an advance of 5 per cent. on the lines controlled by the association was decided on. This includes Shingling Hatchets, Broad Axes and Hatchets, etc.

**SHEET ZINC:** The manufacturers of Sheet Zinc have announced a further advance of 10 cents per 100 pounds, bringing the base price up to \$3.60.

**MRS. POTTS' SAD IRONS:** Enterprise Mfg. Co., Philadelphia, announced under date of March 25 an advance of 3 cents per set on Enterprise cold handle Sad Irons, when ordered in lots of less than 10 dozen sets.

**SMITH & WESSON REVOLVERS:** A change in the price of their revolvers has just been announced by Smith & Wesson.

Springfield, Mass., who have made a general advance of \$1 each in their list prices.

**PICKS, MATTOCKS, GRUB HOES, ETC.:** Manufacturers of Picks, Mattocks, Grub Hoes, etc., have advanced their prices approximating 5 per cent. Following the change, the market to the retail trade may be represented in a general way by a discount of 70 and 5 to 70 and 10 per cent.

**CROW BARS:** There has been an advance of 10 cents per 100 pounds in the price of Crow Bars. Quotations to the retail trade range from 2¾ to 3 cents per pound.

**WEDGES:** A concerted advance of 10 cents per 100 pounds in the price of Wedges has been made by leading manufacturers. Oil finish Wedges may now be quoted to the trade at 3 cents per pound.

**ROPE:** The following prices may be said to represent the market:

|                                    | Cents per Pound. |
|------------------------------------|------------------|
| Pure Manila, 7-16 and larger ..... | 13¼ to 13½       |
| B Quality Manila .....             | 12¼ to 12½       |
| Pure Sisal, 7-16 and larger .....  | 9¼               |
| No. 2 Sisal, 7-16 and larger ..... | 8 to 8¼          |
| No. 1 Jute, ¼ and larger .....     | 9 to 9½          |
| No. 2 Jute, ¼ and larger .....     | 8½ to 9          |
| Less ¼ cent to the large trade.    |                  |

**BINDER TWINE:** Quotations by different manufacturers vary slightly on some grades of Twine, but the following prices fairly represent the market, Chicago delivery, with one-fourth cent less in carload lots:

|                        | Cents per Pound. |
|------------------------|------------------|
| Sisal .....            | 9¼ to 9½         |
| Standard .....         | 9¼ to 9½         |
| Standard Manila .....  | 10¾              |
| Manila (600 ft.) ..... | 12               |
| Pure Manila .....      | 13¾ to 14        |

**LINSEED OIL:** The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.

In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.

Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.

Calcutta Oil.....70 cents per gallon.

### THE PHILADELPHIA TRADE.

The business world is guessing as to how long the prosperity, which has been the country's visitor for some time past, will continue to favor us with its presence. Some say: Look out! We are now on the top of the wave and, of course, cannot stay there indefinitely. Others claim, and all hope, that the year in which we are now living will be the "greatest ever;" so that it behooves us to watch the market carefully, taking advantage of the good things and passing by those which are not. Results for the month of March just passed have shown a satisfactory increase over the corresponding month of last year, which, by the way, was the best record for that month in any year in the history of our business—but to accomplish this, it required many additional hours of labor and much worrying on our part and constant urging of the manufacturers in an endeavor to secure a sufficient supply of goods ordered long ago to fulfil our obligations with our customers. We look for no decided change in conditions at present, and are hopeful for the future.

BIDDLE HARDWARE CO.


### THE DAVENPORT TRADE.

Trade is booming. March sales are fifty per cent. above the same month in 1906; collections improving. It is easy to make sales, but hard to get some lines of goods from the manufacturers. This is our busy day.


SICKELS, PRESTON & NUTTING CO.



# FILES



# RASPS



**Nicholson  
Arcade  
American**

**Kearney  
& Foot  
Eagle**

MANUFACTURED  
— BY —

**NICHOLSON FILE CO..**

**Great  
Western  
McClellan**

**J. B. Smith  
"X-F"  
Gold Medal**

**Providence, R. I.**

**"These Brands are Sold by all Live Hardware Merchants"**

### THE CLEVELAND TRADE.

Some customers persist in directing letters relating to business to traveling salesmen, which compels the jobbers to send them to the salesmen and wait for reply, and sometimes the jobber is blamed for not being prompt. This would be saved if the letters were directed to the house. Customers receiving notice that a draft will be made should write the house at once if it is not convenient for them to meet it. And when notes or accounts are about coming due, if it is not convenient to pay, a letter asking an extension before they mature is in good form, as it shows recognition of the obligation. The tone of a man's letter often aids or injures his credit, as money is not its only basis. A tone of suspicion is not useful while criticism in good temper may be. But anger is telepathic.

The demand for hurried shipment increases; a little depression in that would be pleasant. It is more and more certain that the demand is in excess of supply in some standard lines. With the largely increased capacity this does not look like depression. There is certainly no falling off in the Hardware trade. Three or four advances have been made on the same lines and yet the demand continues. Trade was very active the first half of March. A decline in raw material will not affect prices on goods, because more goods are wanted than can be furnished in the first half of the year, and from all appearances the shortage will continue.

It is evident that Wall Street is having less influence on the country than it once had. It is fortunate to be quarantined against it, but impression that panic is due may be strengthened by such reactions. If that produces caution it may not be wholly an evil.

The following extracts from correspondents show the present condition.

"Your order received. The time of shipment will probably be eighteen weeks, but we are not responsible for delay."

"Cannot accept further orders this season."

"Cannot accept orders for shipment before July, and the price will be made at the price ruling at the time of shipment."

"Cannot make definite promise when we will ship."

"All orders will be entered at the price ruling when shipment is made."

These are extracts from one day's mail taken from manufacturers' letters.

These are extracts from customers' letters.

"Ship at once and let tracer follow."

"When will you ship goods? We are losing sales every day."

"Hereafter we will buy goods of houses that keep their contracts."

"Ship at once, or cancel."

There is more depression of spirit than of prices between these fires.

THE LOCKWOOD-TAYLOR HARDWARE CO.,  
C. B. LOCKWOOD, President.

### THE PITTSBURGH TRADE.

April opens with trade in full swing and Spring Hardware called for in more or less hurried fashion according to whether it is a warm or a cold day. The influence of the warm days in the closing week of March was quite marked.

Pittsburgh merchants have just about caught up after the disturbance to regular business by the recent flood, the losses have been charged off, damaged stocks sold for what they would bring and a new start made. Notwithstanding the interruption of nearly a week, sales for March equal those of the same month last year.

There is a very firm market as to prices and even talk of further advances in some items, such as goods made of copper. Manufacturers talk of difficulty in getting their orders for raw material filled. Cutlery men say the steel mills take six months to fill their specifications.

LOGAN-GREGG HARDWARE CO.

### THE SAGINAW TRADE.

The Winter in this section was cold enough to make plenty of ice for the ice dealers, and they all have a complete stock. The warm weather started in early this Spring, but the last few days the weather has changed and it is quite cold. This was a fortunate thing, as the buds on the fruit trees were coming out too fast and needed checking. Spring trade is opening up as good as usual, and country merchants are very conservative in their buying, and we look for a normal trade this Spring. They claim the sugar factories made more sugar last season than ever before. Navigation is fully opened, and this city was not troubled with high water. The Rainier people are building a large manufacturing plant here for the purpose of making their very popular automobiles. The Brooks Boat people have lately moved from Bay City to Saginaw, and report doing a very large business at home and in foreign countries. The harness factories, collar factories and lumbering tool factories report that they have plenty of orders ahead and business good.

MORLEY BROTHERS.

### THE ST. PAUL TRADE.

The influence of Spring weather is showing itself by increased orders. With the prospects we have now we shall increase our business very much over 1906. The only difficulty we have is to get goods quickly enough. The shortage in some lines makes it rather hard to satisfy our customers, but we have goods ordered which should have reached us weeks ago and still are not shipped. It seems as though some manufacturers had taken orders for more than they had reason to believe that they could make. If this condition continues it certainly behooves all to order early, get the goods in their stores early, both for Summer and Fall goods. Prices are steadily advancing, which shows a strong market and not to be regretted.

HACKETT, WALTHER, GATES HARDWARE CO.

**IMPROVED  
CARPENTERS'  
TOOLS**

STANLEY RULE  
&  
LEVEL CO.

A TOOL THAT'S STAMPED

# STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL  
HARDWARE  
DEALERS**

NEW BRITAIN,  
CONN., U.S.A.



## OUR CANADIAN LETTER, Continued.

What is the most important work for the coming year? During the past twelve months the greatest attention has been given to the cartage charges and parcels post question. The cartage charges question should be pushed to a satisfactory conclusion, but in the secretary's opinion it is far over-shadowed in importance by the greater evil of jobbers and manufacturers selling to consumers. During the coming year this should be the all-important subject under consideration. Until the criminal code is changed there can be no price agreement adopted by our association. There is, however, no reason why arrangements cannot be made to have wholesalers' and jobbers' list dealers adopt a special scale of prices for selling goods to contractors and others who buy to use and not to sell again. Consumers who buy in large quantities are undoubtedly entitled to closer prices than ordinary buyers, but the retail trade should be protected and the existing evil of consumers buying as cheaply as retail dealers should be ended if the retail trade is to continue a factor in commercial life.

## EXECUTIVE COMMITTEE'S REPORT.

The Executive Committee in their report referred to the progress made on various matters taken up for action. The report was adopted along with the following recommendations regarding the proposed National Association, the formation of which has been endorsed by the Western Canada Retail Hardware Association:

(a) That our newly-elected president and secretary be the Ontario representatives on the temporary executive of the national body.

(b) That we suggest that Toronto be the headquarters of the proposed Canadian Retail Hardware Association.

(c) That we suggest that each province be entitled to two representatives.

(d) That we suggest that the national body be financed by an assessment of 25 to 50 cents per member in order to carry on its business and oppose all injurious legislation.

(e) That the proposed temporary executive endeavor to organize a retail Hardware association in each province in Canada and by an interchange of experiences strengthen the existing associations.

After the report of the success of the association in securing the withdrawal of the parcels post c.o.d. legislation had been read, President Humphries said the victory had been won by the aid of *Hardware and Metal*, and he told how his local Member of Parliament had used his influence with the Postmaster-General. About February 1st, when the Hardware dealers' letters poured in by thousands Postmaster-General Demieux was about beside himself. His office was crammed—wagon loads of mail were coming in. "What makes all this rush of mail?" he asked, and the reply was, "Protests." As Mr. Lemieux stated to the House, "he couldn't fight against windmills," and the motion was withdrawn.

A long discussion took place on the cartage charges question, and the following resolution was adopted:

"Resolved, That this association being still of the opinion that the sending forward, on the bill of expense of the consignee, of the cartage at shipping point is a gross injustice to the retailer, reaffirm our intention to oppose this unjust condition and authorize the executive to carry the matter again before the railway commission and to take whatever action they deem advisable."

Probably the most interesting discussion during the convention was that regarding jobbers selling to consumers. It was pointed out that as a result of the organization of the association the jobbers were not selling so freely to persons outside the trade, but the evil still existed in large proportions. It was finally decided that all complaints should be sent to the secretary, and that he should notify the members by circular regarding houses complained of, the matter then to be dealt with by the executive.

A resolution was also adopted calling upon the enamel-ware manufacturers to produce a better class of "firsts" and to protect the retail trade in the sale of "seconds."

The Mutual Insurance Committee reported that after a thorough view of the situation it was found legally impossible to organize a Hardware mutual fire insurance company in Canada without special legislation. They urged the necessity of an increase in membership to about 600 when it would be possible to organize a joint stock company. The Accounts Collection Committee also reported that a larger membership was necessary to carry a plan of collecting accounts to a successful conclusion.

## ELECTION OF OFFICERS.

The election of officers resulted as follows:

President, W. G. Scott, Mt. Forest.

First Vice-President, J. R. Hambly, Barrie.

Second Vice-President, J. Walton Peart, St. Mary's.

Secretary, Weston Wrigley, Toronto.

Treasurer, John Caslor, Toronto.

Executive Committee: A. W. Humphries, Parkhill; D. Brocklebank, Arthur; F. Taylor, Carleton Place; G. A. Binns, Newmarket; H. Becker, New Hamburg; W. A. Mitchell, Kingston.

An amendment to the constitution to admit travelers to associate membership was voted down as it was felt that it would put the salesmen in a false position to ask them to join the association.

A banquet was tendered the delegates on the evening of March 28 by Col. MacLean and the staff of *Hardware and Metal*, representatives of the jobbing houses and travelers' association being present.

Several hours on Friday was devoted to the Question Box discussion, a feature of the convention which was voted a decided success. The following are some of the questions discussed:

What is the cheapest and best method of handling oil?

Does it pay to weigh freight and check freight bills?

Do 5 and 10 cent counters pay in small towns?

What is the best method of dealing with goods substituted by jobbers for lines not in stock?

In a retail business of \$25,000 to \$50,000 per year, what is the best system of bookkeeping?

How can unsalable lines be disposed of satisfactorily without cutting prices?

Does it pay to employ female clerks to look after the house-furnishing department and lady customers?

To what extent does it pay a Hardware dealer to advertise in the local newspaper? What forms of advertising have been found the most profitable? Is it profitable to advertise in programs, etc.?

Should large retailers be able to buy goods as cheaply as jobbers or, in other words, is the quantity system of buying the most satisfactory manufacturers can adopt?

Should there be a difference between cash and credit prices? If so, how much? How can this best be handled?

What percentage of a merchant's turnover should his expenses be? What percentage should be spent in advertising alone?

Should goods be marked in plain figures or ciphers?

## NEW HARDWARE STORES AND CHANGES.

J. W. Smith, mayor of Regina, Sask., and former owner of the Smith & Ferguson retail Hardware business at that place, is organizing a \$500,000 company to establish a wholesale Hardware concern at Regina.

Morency & Cote, Montreal, are registered.

J. S. Allan, Burlington, Ont., has sold out to H. Murphy.

Coade & Hughes at Carievale, Sask., have dissolved, J. Hughes continuing.

D. P. Warren, of Waterford, Ont., has opened a new Hardware store.

Ballantyne Bros., Kincardine, Ont., have sold to C. J. McAllister.

Hastings & Willoughby are a new Hardware and heating firm starting business in Regina, Sask.

H. Dagenais succeeds Suave & Dagenais, Montreal.

J. Wright has opened a Hardware store at Toronto.

Porteous Bros., Carlyle, Sask., have sold to H. Stephens.

Brown & Mitchell, Brandon, Man., have dissolved, Mr. Brown retiring.

J. W. Cornett, Dundalk, Ont., has sold to W. J. and R. Russell. Rice & Barnes, Whitby, Ont., have dissolved, Mr. Barnes retiring.

R. Jackson and J. Yorke have opened a Hardware business at Parkhill, Ont.

Reiner Bros. & Co., Wellesley, Ont., have been incorporated with a capital of \$100,000 to carry on a general store and Hardware business.

G. C. Truman, Fairlight, Sask., has sold out.

S. Taylor, Yellow Grass, Sask., has sold to D. Gunn and A. Jaques, both of Manitou, Man., who will continue the Hardware business formerly done by S. Taylor under the name of Gunn & Jaques.

F. G. Deustadt, Gorrie, Ont., has sold to R. Carson.

J. M. B. Stephens is opening a Hardware store at Newmarket, Ont.

McDonald & Cragg, Florence, Ont., are succeeded by Cragg & Sinclair.

The Damphouse Hardware Co., Louiseville, Ont., has been registered.

Hamilton Bros. & Co., Tantallon, Sask., have sold to Hooper & Co.

## HARDWARE TRADE HAPPENINGS.

The Marshall-Wells Co. have removed to their big new warehouse on Market Street, Winnipeg.

The Capewell Horse Nail Co., of Toronto, has just added \$3,000 worth of machinery and shafting to its plant.

J. R. Myers, Stratford, Ont., whose store was burnt out last December, has again opened up his Hardware business.

McKelvey & Birch, Hardware merchants, Kingston, Ont., whose premises were destroyed by fire recently, have called for tenders for a new building four stories high on the old site. Their net loss will be about \$7,000 or \$8,000.

In the death a fortnight ago of Alfred Buehler, vice-president



and general manager of the J. H. Ashdown Hardware Co., Winnipeg loses one of her most substantial and most widely respected business men.

Fred A. Sermon has resigned his position with The Miller-Moorse Hardware Co., Winnipeg, and is going to St. Louis to take a position with a big Hardware house there.

The British Columbia Government has introduced a bill to repeal the tax on commercial travelers from other provinces, which has awakened so much protest. The only exception is the case of travelers for tobacco and liquor firms, who have no branch houses in the province.

The tremendous building activity of the past two or three years in Canadian cities bids fair to be outdone in 1907. Toronto showed a gain of several million dollars last year over any previous year, but figures for the first three months show more than a fifty per cent. increase over last year's record total for the same period. The value for January, February and March, 1907, totals to \$3,071,840 and in 1906 for the same months \$1,918,238. Other cities will show a similar increase.

## POPULAR TALKS ON LAW

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### CONTRACTS.

#### NO. II. CAPACITY OF MARRIED WOMEN TO MAKE CONTRACTS. (Continued.)

(States in alphabetical order before New Hampshire already published.)

**New Hampshire:** May engage in business in her own name and contract as a single woman. She cannot become surety for her husband. She may give a deed direct to her husband. The husband is liable for her debts contracted after her marriage.

**New Jersey:** May engage in business as sole trader and may be held for indebtedness contracted by her while carrying on the business. She cannot become surety for her husband, or an accommodation indorser, guarantor, or surety for any one, unless on the faith of it she obtains money, property, or things of value for her own use.

**New Mexico:** May go into business in her own name and be liable for its debts. She may make contracts as if a single woman, but in all real estate transactions the husband must join.

**New York:** May in all respects conduct business and make contracts as if single. She may make a contract with her husband. May make a conveyance of real estate as if unmarried.

**North Carolina:** Can do business in her own name if she enters herself as a free trader in the office of the Registrar of Deeds. The certificate required must be made with the consent of the husband.

**North Dakota:** May engage in business and make contracts as if single. May manage, sell, and convey real or personal property as if single. Neither husband nor wife is responsible for the acts of the other.

**Ohio:** May engage in business and make contracts the same as if single.

**Oklahoma:** May engage in business and make contracts the same as if single. She must be joined by her husband in the conveyance, mortgage, or contract other than lease for one year of the homestead, but not as to the other property.

**Oregon:** The same rights as a married man, excepting the right to vote or hold office. Husband and wife may make contracts with each other.

**Pennsylvania:** The same rights as a single woman, but she may not become an accommodation indorser, maker, guarantor, or surety for another. She may, however, mortgage her real estate as security for her husband's debts.

**Rhode Island:** May make contracts and go into business the same as if single.

**South Carolina:** May make contracts and enter into business the same as if single.

**South Dakota:** Has the same rights as to going into business and making contracts as if single. Husband and wife may make contracts with each other. The wife may, without the consent of the husband, convey her separate property, unless it is a homestead.

**Tennessee:** May contract and go into business the same as if single.

**Texas:** May be a merchant in her own name, but must use her separate property therein. She cannot carry on a partnership business and cannot buy on credit. Her profits become liable for her husband's debts. She may make contracts for necessities furnished herself or children and for expenses which may

be incurred by her for the benefit of her separate property. Property acquired by the wife during marriage, as a rule, becomes common property, and during marriage can be disposed of by the husband only. She cannot become surety for her husband, but may pledge or mortgage her separate property for his benefit.

**Utah:** May engage in business in her own name and make contracts as if single. She may manage, sell, or dispose of her separate property as if single. She may sue or be sued as if single.

**Vermont:** May enter into business and make contracts as if single, but she cannot become surety for her husband. If carrying on business in her own name she may sue, or be sued. She may, on petition to and license from the court of chancery, convey her real estate without her husband's joining in the deed.

**Virginia:** May contract and do business in her own name.

**Washington:** May make contracts and engage in business in her own name. She cannot become a partner in trade with her husband. Property acquired by her after marriage is held in common with her husband, the husband controlling it. Both must join to convey common real property; otherwise her rights, powers, and authority are co-equal with those of her husband.

**West Virginia:** May engage in business and make contracts in her own name. A judgment against her can only be satisfied out of property belonging to her separate estate. The husband must join in the deed of any real estate.

**Wisconsin:** May carry on business in her own name with capital which is her separate property; also when her husband has deserted or refuses to support her. Has all the rights and remedies respecting her separate property or business, and may sue and be sued in her own name as if unmarried.

**Wyoming:** May carry on business in her own name and may make contracts as if single.

### HUTCHINS ROLLER SWING.

Hutchins Roller Swing Co., Alton, Ill., are the manufacturers of the Hutchins Roller Swing, of which we give the accompanying illustration. This Swing consists of a stationary lower platform with steel concave tracks on each end. On this is placed the foot platform hung on flanged wheels. On these wheels is placed the upper platform carrying the seats. This platform has



HUTCHINS ROLLER SWING.

at each corner a convex steel track, which rides upon the circumference of the flanged wheels of the foot platform, giving it an easy motion like the ball bearings on a bicycle. There is no friction on the axles supporting these wheels, the axles being used simply to hold the wheels upright, while the weight is equally distributed on the top and bottom of the wheels. The slightest pressure of the feet on the wheel platform swings it two feet in each direction. The swing is constructed of oak and yellow pine, and the finest of steel, and handsomely painted in red and black. Is 33 inches wide and 8 feet long, requiring 12 feet of room. The actual weight of the swing is about 156 pounds; with canopy, 171 pounds. The swing is not simply tacked together like the ordinary swings on the market, but is solidly constructed. Every piece is thoroughly bolted. The seat slats are bolted to angle steel-frame pieces, and with any kind of care this machine will last for years.

### THE STAR OF THE PLAY.

A proud father was helping his children with a little parlor play at home in whose plan courtships and weddings played a leading part. During the progress of the play he went behind the scenes, where he found his youngest offspring sitting quietly in a corner.

"Why, Marie," asked he, "have you been left out of the play? Why aren't you on with the others?"

"I'm not left out," indignantly denied Marie. "I'm the baby waitin' to be born!"



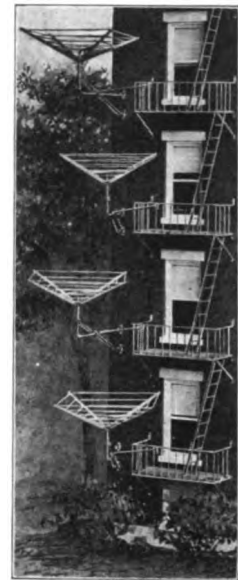
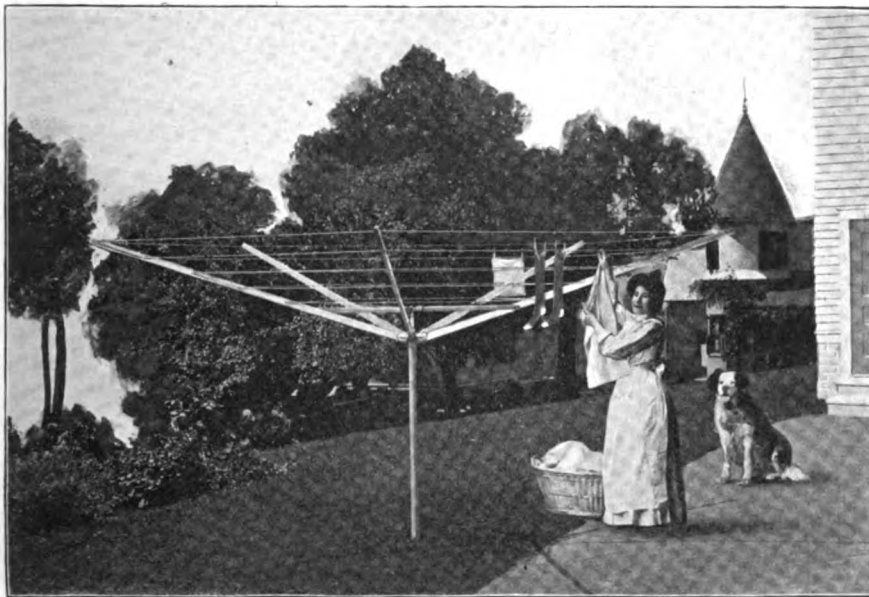
# 500,000 HILL DRYERS

## *in actual use*

Is not that recommendation enough? We could not say anything more in their praise if we were to talk all day and had the eloquence of an orator.

It goes to prove the high estimation in which HILL CLOTHES DRYERS are held by housekeepers.

And as the housekeepers hold HILL DRYERS in high estimation, that is sufficient reason for the Dealer to do likewise.



**For the Lawn**

-

**For the Balcony**

-

**For the Roof**

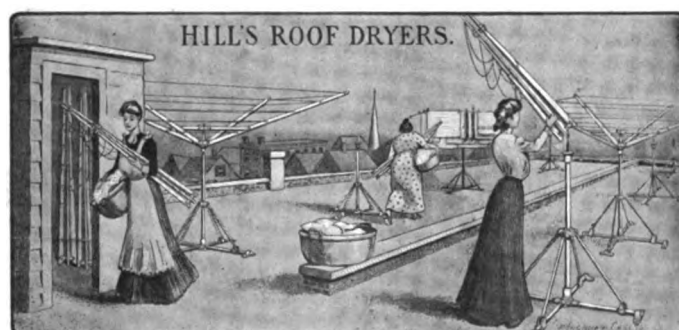
For the city and country. Appeal to all. Sell to all. Are liked by all.

A stock of HILL CLOTHES DRYERS is just as safe an asset for you as dollars in your till.

## THEY SELL!

**HILL DRYER COMPANY** 340-350 Park Avenue  
WORCESTER, MASS.

NEW YORK OFFICE: St. James Bldg., 1133 Broadway.



Please mention **HARDWARE** when writing to advertisers.



# WROUGHT BRONZE KNOB AND ESCUTCHEON



ARTISTIC  
AND  
HEAVY EFFECT

BOLD LINES  
IN  
HIGH RELIEF

DORSET

DESIGN

MADE BY

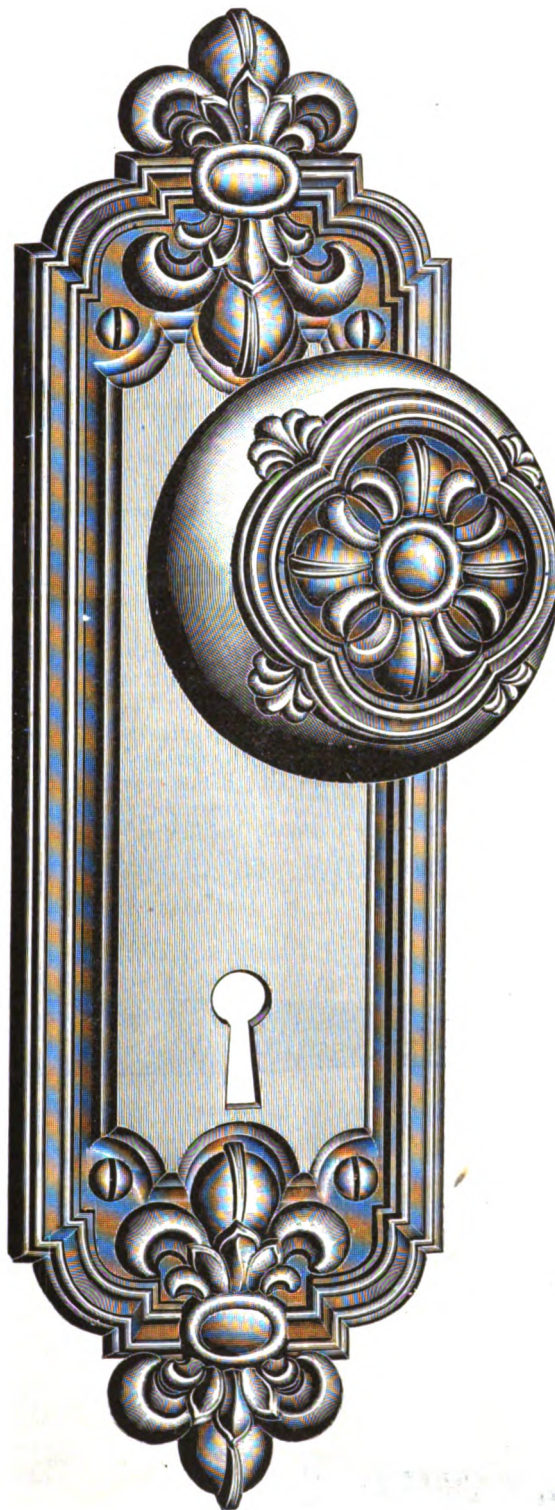
**Russell & Erwin Manufacturing Co.**  
New Britain, Conn.



# WROUGHT STEEL KNOB AND ESCUTCHEON

—  
ORNAMENTATION  
IN  
HIGH RELIEF  
—

—  
ARTISTIC  
AND  
HEAVY EFFECT  
—



LEROY

DESIGN

MADE BY

**Russell & Erwin Manufacturing Co.**  
New Britain, Conn.



**HENRY CHENEY HAMMERS.**

The Henry Cheney Hammer Co., Little Falls, N. Y., are the manufacturers of a line of Hammers, the fame of which is world-wide and extends from Australia to the United Kingdom, from South Africa to Alaska, and is recognized in every part of the United States where skilled workmen can be found who know the quality of a hammer and how important it is to use one on

**"3-IN-ONE" MOVES.**

The sales of that famous oil, "3-in-One," have moved up at such a lively rate that the manufacturers, G. W. Cole Company, have found it necessary to move to more commodious quarters. The New York offices have been changed from the Washington Life Building to the new 42 Broadway Building. The new offices occupy the major part of the third floor of a wing of the

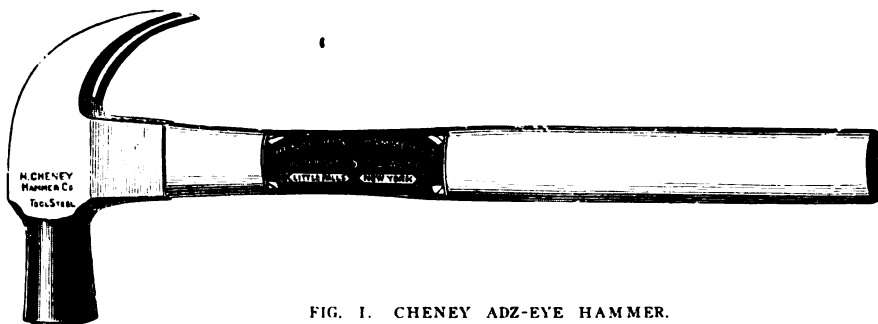


FIG. 1. CHENEY ADZ-EYE HAMMER.

the quality of which it is safe for his skill to bank. They are made from crucible cast steel fully and finely finished and warranted to deserve all that can be said of them. They are not referred to as being the cheapest, however, in the market. In

building. Here they have large, light, commodious offices for the transaction of business for the officers of the company. The history of "3-in-One" oil has been one of expansion. Starting with a one-room factory in Asbury Park, eleven years ago, the

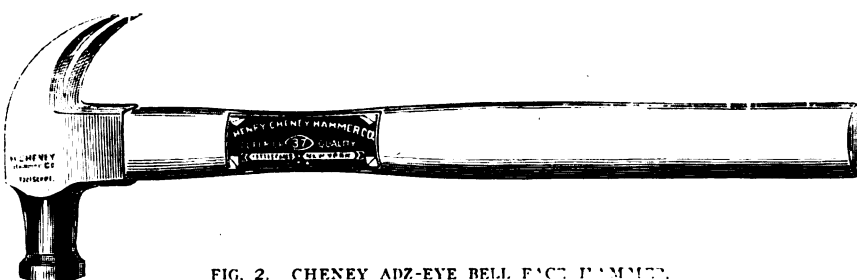


FIG. 2. CHENEY ADZ-EYE BELL FACE HAMMER.

fact, there is nothing cheap about them, not even the price, but they have controlled the leading markets of all foreign countries from time immemorial. The principal hammers which all countries delight to honor are those of which we present illustrations herewith. Fig. 1 is the Cheney Adz-Eye of the uniform

business rapidly outgrew the manufacturing facilities at that location and the factory was moved to Rahway, New Jersey, into a fine new building of their own construction. Within the past year the factory capacities have been doubled by brick building additions. The executive offices in New York expanded from

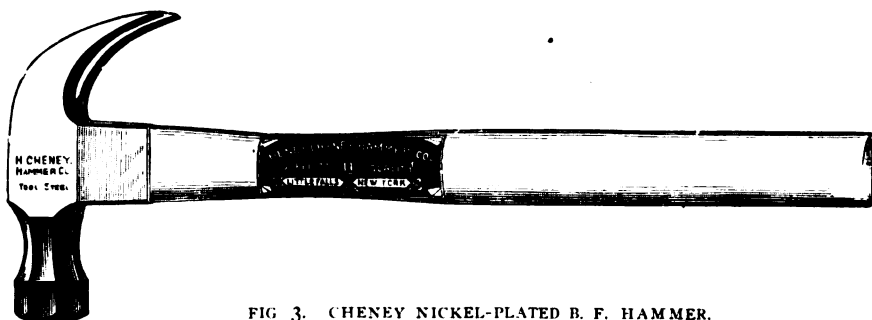


FIG. 3. CHENEY NICKEL-PLATED B. F. HAMMER.

shape which carpenters enjoy using. Fig. 2 is the Cheney Bell Face Adz-Eye, which has long been a great favorite. Fig. 3 is the Cheney Nickel-Plated Bell Face, the handsomest hammer known in the market, and too much praise cannot be bestowed

one office to a suite of offices, and now to almost the entire floor of a wing of the new 42 Broadway Building. The expansion of the offices and the factory is significant only in that it is a substantial evidence of the greatly increased sale of "3-in-One" in

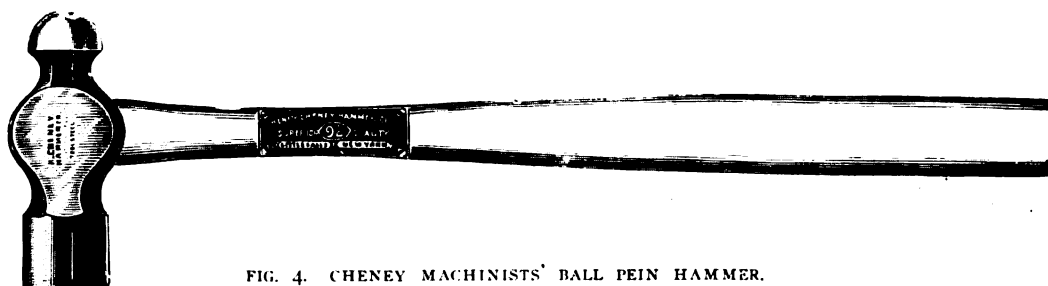


FIG. 4. CHENEY MACHINISTS' BALL PEIN HAMMER.

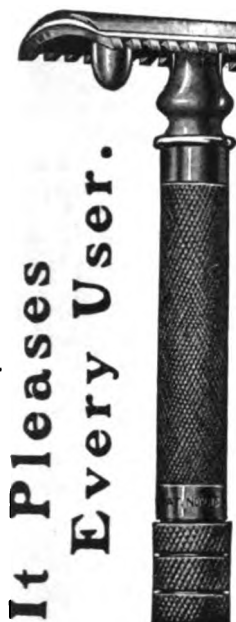
upon it. It deserves it. Fig. 4 is the Machinists' Ball Pein Hammer commended for hang and finish by every mechanic that ever handled one. If you want to sell a hammer that will back up everything said in praise of it, let the Cheney represent your stock and you will confess that this "thing of beauty is a joy forever."

every corner of the United States and in many foreign countries. "3-in-One," which is the original and only oil compound for lubricating cleaning, polishing and preventing rust, was first discovered in a semi-accidental way by the G. W. Cole Company, who are and have been the sole manufacturers of the same since it was first put on the market.



# Gillette Safety Razor

NO STROPPING NO HONING



The Most  
Wonderful Selling  
Razor  
in the World

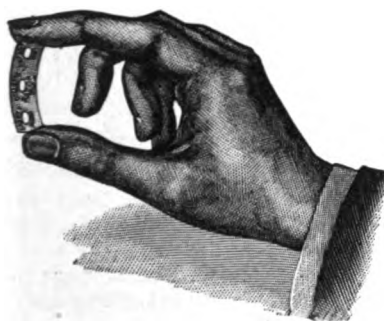


It pleases every customer, who in turn brings a new customer.  
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

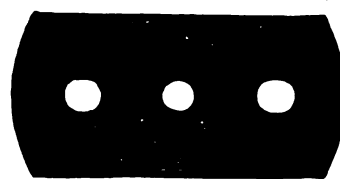
**12 BLADES, 24 SHARP EDGES,**  
Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades \$5.00.  
Quadruple gold-plated set with 12 blades \$10.00.  
Quadruple gold-plated set with 12 blades and monogram \$12.00.  
Standard combination set with shaving brush and soap in triple silver-plated holders \$7.50.  
Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

Sold by Leading Drug, Cutlery and Hardware Dealers.



***We Supply all Dealers with Signs and Booklets.***

Write us for facts, and for terms.

**GILLETTE SALES COMPANY,**

Times Building,

New York City





## HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Stores, Incorporations, Etc.

Beaver Crossing, Neb.—E. Eager.  
 Castana, Iowa.—Fred Hadley.  
 Chicago, Ill.—Cobb, Whyte & Laemmer Co.; Hardware business; capital, \$30,000. Incorporators: C. J. Cobb, J. E. Laemmer, G. E. Noyes, Chicago.  
 Elgin, Ore.—R. Blumenstein.  
 Elsie, Neb.—William Witt.  
 Iola, Tex.—The Iola Hardware & Implement Co. has been incorporated with a capital stock of \$10,000.  
 Kansas City, Mo.—The Seufert-Haase Hardware Co. has just opened for business.  
 Kingfisher, Okla.—Banker Bros. have engaged in the Hardware business with a capital stock of \$25,000.  
 Lockport, N. Y.—Spalding Hardware Co. has been incorporated; Hardware, etc.; capital, \$9,000. Incorporators: John W. Spalding, Catherine Spalding, Charlotte Spalding, Blanche Spalding, Lockport, N. Y.  
 Marshfield, Ore.—S. P. Rowe.  
 Nora, Neb.—W. A. Grenard.  
 Orchard, Neb.—Bailey & Joyce.  
 Sulphur, I. T.—The Beall Hardware & Implement Company.  
 Willard, Kan.—The Willard Hardware & Lumber Co. has been incorporated with a capital stock of \$8,000.

### Changes and Improvements.

Ainsworth, Neb.—L. F. Corbitt has sold his Hardware business to Baldwin Bros.  
 Albuquerque, N. M.—The Albuquerque Hardware Co. has been succeeded by the Wegner Hardware Co.  
 Almena, Kan.—W. A. Stout has been succeeded in business by the Atkinson & Stout Hardware Co.  
 Altoona, Kan.—J. M. Lucas has succeeded to the Hardware business of Lucas & Barrick.  
 Alva, Okla.—A. T. Edwards has purchased the Hardware business of Green & Green.  
 Alva, Okla.—Kavanaugh & Shay have purchased the Hardware business of Mathews & Mathews.  
 Amarillo, Tex.—The Amarillo Hardware Company has filed an amendment to its charter, increasing its capital stock from \$20,000 to \$40,000.  
 Axtell, Kan.—Adamson & Baker have succeeded to the Hardware business of Wilson & Adamson.  
 Axtell, Kan.—The Axtell Hardware Co. has sold its store to Boyd & Brodt.  
 Baldwin, Kan.—Cary & Kipple have succeeded to the Hardware store of W. R. Cary.  
 Belvidere, Neb.—J. J. Hill has purchased the Hardware store of G. R. Dill.  
 Bern, Kan.—W. M. Eisenbarger has succeeded to the Hardware business of Alvin Woolsey.  
 Birmingham, Ala.—The work of erecting a large warehouse for the Wimberly & Thomas Hardware Company, to be located on Avenue A, between Eighteenth and

Nineteenth Streets, will be pushed and the building will be completed in a very few months. The structure when completed will cost about \$150,000. The building will be 140 by 250 feet, four stories high and will have 150,000 square feet of floor space.

Blaine, Kan.—J. T. Hannum has sold out his Hardware store to Curtis Bros.

Brashear, Mo.—N. L. White has purchased the business of the Brashear Hardware Co.

Byron, Neb.—C. F. Voss has been succeeded in the Hardware business by Voss & Sasse.

Chariton, Iowa.—Busselle & Blanchard have been succeeded in the Hardware business by Blanchard & Beem.

Cody, Wyo.—J. H. McGuffey has retired from the Hardware firm of McGuffey Bros.

Colfax, Wash.—William Ericson & Son have purchased the business of the Kuhn Hardware Co.

Cotesfield, Neb.—E. S. Sears have been succeeded in the Hardware business by Hattie A. Sears.

Cottage Grove, Ore.—Miller & Johnson have succeeded to the Hardware business of Miller & Corbett.

Creighton, Neb.—T. A. Dayton has sold his Hardware store to W. H. Stocker.

Crowley, La.—The Smith Hardware Co. has sold its business to the McAyeal Hardware Co., Ltd.

Dearborn, Mo.—James Little has sold his Hardware store to A. S. Searce.

Garden Grove, Iowa.—Aug. Spellerberger has succeeded to the Hardware business of Miller & Spellerberger.

Gaylord, Kan.—Gibson & Gibson and Boyd & Pitzer have consolidated their Hardware stores.

Green, Kan.—E. O. Hainey has admitted a partner in his Hardware business and the firm is now Hainey & Wilcox.

Guymon, Okla.—Jackson Bros. & Co. have sold out their other lines but will continue in the Hardware business.

Hanford, Cal.—A. E. Horlock has succeeded to the Hardware business of the A. E. Horlock Co.

Hartland, Me.—The Bowman Hardware store has been purchased by the T. G. Lancey Co. of Pittsfield. This business will be continued by the new proprietors at Hartland under the name of the Hartland Hardware Co.

Hemple, Mo.—F. M. Connett has purchased the Hardware and implement business of T. B. Shannon.

Hiawatha, Kan.—E. V. Allen has purchased the Hardware business of Frank Daescher.

Hillsdale, Iowa.—R. B. Sharpe has sold his Hardware business to Mrs. Schultz & Son.

Junction City, Kan.—The Davidson & Leithoff Hardware Co. has succeeded to the business of Davidson & Leithoff.

Bloomington, Neb.—L. A. Sievel has sold his Hardware store to M. Hirsch.

Lorena, Tex.—The Lorena Lumber & Hardware Co. has succeeded to the business of Hovey & Westbrook.

Manhattan, Kan.—A. J. Whitford has been succeeded in the Hardware business by Killen & Jones.

Milford, Kan.—Hans Soren has sold out his Hardware business to Bennett & Sexsmith.

Moravia, Iowa.—E. F. Freeman has sold out his Hardware store to G. Swain & Son.

Nixa, Mo.—The Nixa Mercantile Co. has succeeded to the business of the Keltner & Fox Hardware Co.

Norris, I. T.—The Morris Hardware Co. has sold its store to the Pugh Hardware Co.

Oneida, Kan.—Lentz & Swartz have purchased the business of the Oneida Hardware Co.

Pisgah, Iowa.—Pfarr, Gebert & Hunt have purchased the Hardware business of C. M. Muzum.

Preston, Idaho.—Tippets & Sons have been succeeded by the Tippets Hardware Co.

Purcell, Kan.—M. A. Schlick has purchased the Hardware store of F. G. Bertridg.

Red Oak, Iowa.—Maloney Bros. have succeeded to the Hardware business of Maloney & Son.

Rising City, Neb.—Ralph Varney of Bennett, who recently purchased Jacob Ohm's Hardware stock, has taken possession.

Roscoe, N. Y.—Curry & Breiner Hardware merchants, have dissolved partnership. Charles Breiner has purchased the interest of D. T. Curry and will continue the business.

Russell, Kan.—Mai Bros. & Co. have purchased the Hardware business of Chris Woelk.

Spokane, Wash.—P. F. Chadwick has purchased an interest in the wholesale and retail Hardware business of the Jensen-King-Byrd Co.

Sprague, Wash.—T. F. Meagher has sold his Hardware store to Burrows & Linder.

Springfield, Neb.—Kelck & Bates have purchased the Hardware store of T. Nelson.

Stanton, Iowa.—Blade Bros. have succeeded to the Hardware business of Blade & Nelson.

St. Paul, Neb.—S. B. Knudsen has sold out his Hardware business to Mads. Petersen.

Sulphur, La.—Doty & Bellejeau have purchased the Hardware department of Gerson Bros.

Tecumseh, Neb.—Bush & Seaver have been succeeded in the Hardware business by E. H. Bush.

Tonkawa, Okla.—W. F. Scott has been succeeded in business by the Scott & Ricks Hardware Co.

Topeka, Kan.—W. E. Culver has succeeded to the entire Hardware business of Culver & Bailey.

Triplett, Mo.—J. M. Triplett has succeeded to the Hardware business of Triplett & Merrifield.

Urbana, Ill.—J. C. Thomas has purchased the Cooper Hardware store formerly conducted by W. W. Lindley & Co.

Vincennes, Ind.—A. G. Meise has purchased of N. Smith & Sons their Hardware business.

Waitsburg, Wash.—Fender Bros. have sold out their Hardware business to Krucek Bros.





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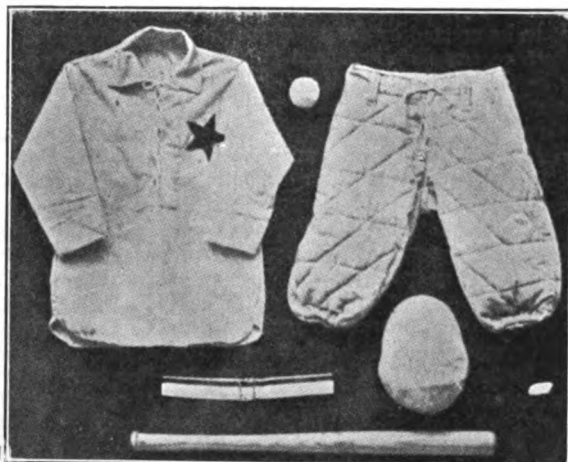
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## HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Benwood, W. Va.—Charles and William Schad and B. C. Barnebaugh contemplate organizing a company and establishing a plant for the manufacture of a new gas stove, recently patented.

Boston, Mass.—The Remington Tool and Machine Co., \$75,000; incorporators: Gust. Anderson, James A. Goudy, Dana M. Dutch.

Boston, Mass.—The Universal Wrench Co. has been incorporated to put on the market a new wrench. The capital stock named is \$30,000. The company states that its wrench is particularly adapted to automobile use, for the reason that it has but one handle to 10 heads of different sizes. It is not decided whether the company will manufacture the wrench or have it made by outside parties.

Chicago, Ill.—Improved Washboiler Co. Manufacture Hardware specialties; capital, \$25,000. Incorporators: A. B. Thomas, P. Welch, F. S. Abraham, Chicago.

Chicago, Ill.—Maywood Hardware and Machine Company, capital, \$2,500; manufacturing and foundry business; incorporators, Homer W. Woodbury, Edward F. Comstock, Fred W. Yeager.

Colorado City, Colo.—The site for the factory to be erected by the Progress Stove and Furnace company has been purchased. Work on the foundry buildings will begin immediately and the factory will begin operations as soon as possible. The site comprises seven acres, and is near the Denver & Rio Grande depot. Mayor John F. Murray of Colorado City is president of the company; C. W. Cunningham, vice president and general manager, and J. P. Jackson, secretary-treasurer.

Columbus, O.—The Union Fork & Hoe Company has been incorporated with a capital of \$1,000,000. It has taken over the United States Hoe & Tool Company, of Columbus, and the Continental Tool Company, of Frankfort, N. Y. E. A. Cole, of Columbus, was elected president of the company. Improvements will be made at both plants, and the one at Columbus will be greatly enlarged.

Detroit, Mich.—The Acme Wire Fence Co. has been recently incorporated with a capital stock of \$1,000.

East Orange, N. J.—The Steward Sanitary Can Co. of Delaware, Maryland and Virginia, manufacture, etc., kitchen and household wares, etc., enameling, tinning, castings, etc.; capital, \$125,000. Incorporators: C. O. Geyer, F. Ferjusen, A. W. Condit, East Orange.

Elyria, O.—Another industry has started in Elyria, which promises to be a large industry in a short time. It is located at 51 West Railroad street and there will be manufactured steel shovels, and steel stamping will be done. The company, which is known as the Ross Stamping Company, has been incorporated with a capital of \$30,000. The incorporators are: Hon. W. G. Sharp, Elyria; J. C. Ross,

Elyria; W. A. Donaldson, Lorain; W. W. Hoffman and A. L. Buchanan, Lorain. The company will manufacture what is known as the Ross shovel.

Grand Forks, N. D.—The stockholders of the Osmonson Adjustable Square & Tool Co., recently organized at Crookston, Minn., and in which local residents are interested, have elected officers and a board of directors of the concern for the ensuing year. The officers are: President, O. A. Osmonson, Crookston; vice president, J. F. Brandt; secretary and treasurer, Chris. Hanstad, the latter two officials being residents of East Grand Forks. The board of directors consist of the following: O. A. Osmonson, Crookston; J. F. Brandt and Chris Hanstad, East Grand Forks; H. J. Peterson and H. G. Osmonson. It is expected that the plant, which is located at Crookston, will be placed in operation within a short time, and the adjustable square will soon be placed on the market. The company has completed arrangements with a large St. Paul house, whereby the square will be handled by over 150 traveling salesmen.

Grand Rapids, Mich.—A new company organized to manufacture machine knives and drop forgings has filed its articles of incorporation. It is formed by local people with \$10,000 capital under the title the J. R. v. Knife and Drop Forging company, and will commence work in a factory on Straight street at the Lake Shore tracks. The officers of the new company are William Jelier, president; Wilbur D. Rearwin, secretary, and Albert Van Zylén, treasurer.

Hollywood, Cal.—C. J. Eastman has recently perfected a gasoline auto plow. A company has been organized to manufacture and place the plow on the market. It will not be sold, but will be leased. It is said to weigh 2150 pounds and is operated by cables and gasoline, each plow having forty horse power. The company is capitalized at \$25,000, fully subscribed, and consists of D. K. Trask, W. O. Morton, F. W. Houser, E. Germain, W. B. Ames, C. J. Eastman.

Jackson, Mich.—George D. Walcott & Son have been reorganized, changing from a co-partnership to a corporation to be known as Walcott & Wood Machine Tool Co. E. B. Wood is president and general manager; C. L. Walcott, vice-president, and M. C. Walcott, secretary and treasurer.

Meriden, Conn.—Manning, Bowman & Co., manufacturers of silver and nickel-plated ware, are planning to make important additions to their works, which will increase the output of the present large plant over 50 per cent.

New York, N. Y.—Buzzini Equipment & Construction Co., Manufacture coal, gas and electrical ranges, etc.; capital, \$100,000. Incorporators: W. S. Conn, W. J. Buzzini, New York city; M. Rogers, Bronx.

New York, N. Y.—L. Rosenberg, Inc., to manufacture Hardware; capital, \$10,000. Incorporators: Louis Rosenberg, No. 148 Henry Street, Herman Herzog, No. 86 Chrystie Street; Max Rosenberg, No. 87 Henry Street, all of New York.

New York, N. Y.—Rich, Wall & Co., to manufacture Hardware; capital, \$3,000. Directors W. R. Rich, C. G. Rose, New

York; S. W. Walter, Newark, N. J.

Nyack, N. Y.—Auxiliary Manufacturing & Marketing Co. to manufacture stoves, etc.; capital, \$100,000. Incorporators: Andrew X. Fallon, Piermont, N. Y.; Augustus M. Voorhis, Benjamin F. Voorhis, Nyack, N. Y.

Rochester, N. Y.—Genesee Tack Co., to manufacture tacks, nails, etc.; capital, \$24,000. Incorporators: Frederick Pippart, Jacob J. Pippart, Summer C. Hutchinson, Rochester, N. Y.

Rockford, Ill.—Knives are being made by the Rockford Pencil Knife company in the plant in North Wyman street. This will be enlarged as machinery and men can be secured and with a demand the company can utilize a much larger product. O. J. Wigell and Vernon Haegg are looking after the business with A. R. Goddard and Mr. Hammond caring for the mechanical end.

Rockford, Ill.—The new Rockford Lathe & Tool Works company is rapidly completing plans for entering the manufacturing field. The company is capitalized at \$200,000. Its specialty will be a 20-inch lathe. Already the company has an order for \$25,000 worth of these lathes and an offer from the same dealer to take the first year's output.

Spokane, Wash.—B. B. Blood and John McGhie, have invented and patented a safety lock-joint stove and air pipe, have opened up a factory in this city to manufacture the same, and are figuring on opening factories in the principal distributing points of the West. The factory established in this city is located on the corner of Second avenue and Lincoln street. The force is now turning out about 1000 joints per day. The patent joint is a simple and effective arrangement which serves the purpose of holding the separate joints of stove and air pipe together firmly without having to rivet them. By means of a concave and convex bead on the ends of the separate points a cavity is formed in which a wire is inserted, securely locking the joints together. The inventors of the device have had it patented in four different patterns, both in the United States and Canada. The new company is doing business under the title of the Safety Manufacturing company, of which J. B. Argo is president and J. A. Morrill is secretary and treasurer.

Warwick, N. Y.—At a meeting of the stockholders a committee was appointed to incorporate under the name of the Warwick Knife Company. A number of additional shares were taken at the meeting, and a committee to solicit subscriptions to the stock to the extent of \$20,000. It is expected that machinists will begin the work of fitting up the factory with the new machinery within the next fortnight. The men elected to serve as directors for the first year are B. F. Vail, K. Q. Minturn, J. E. Sanford, H. W. Millspaugh, J. T. Young, Walter Fuller, James Crier, H. J. Steer, James Wilkinson.

W. New Brighton, N. Y.—The Prasse Manufacturing Co., manufacture sanitary steam wash boiler, etc., capitalization, \$30,000. Incorporators: O. C. Prasse, W. F. Begiebing, H. B. Armstrong, West New Brighton.





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# HARDWARE MANUFACTURERS' RECORD

(Concluded).

## Changes and Improvements.

Anderson, Ind.—The Hill Tool Co., and the Standard Manufacturing Co., have been succeeded by the Hill Standard Manufacturing Co., which has been incorporated with \$120,000 capital stock.

Berea, O.—The Ohio Nut & Bolt Co. has plans about completed, and will soon begin the erection of an addition, 60 by 180 feet to its present factory. This will be used entirely for the manufacture of bicycle and automobile chains, removing all chain machinery from the present building, thus giving the company more room to take care of its constantly increasing business in the bolt line. The chain business was taken on about six months ago as a side line, but is developing into an important part of the company's product.

Bridgeport, Conn.—Burns, Silver & Co., manufacturers of furniture trimmings, railway specialties and brass goods, have purchased the entire business of the Feltoid Caster Co., Sudbury Street, Boston, and will move the machinery to the Bridgeport factory, where they will establish a new department, Burns, Silver & Co. not having manufactured casters previously.

Cortland, N. Y.—Another big industry is said to have an option on land at Black Rock. The Wickwire Company of Cortland, N. Y., is said to have completed negotiations for a site here. Dispatches from Cortland state that the company recently increased its capital by interesting Buffalo men and for that reason it will move here to enlarge its plant. It is now one of the largest producers of wire fencing and woven-wire goods.

Detroit, Mich.—A transfer in ownership of the National Cutlery Co. has been arranged. Wm. H. and Herbert F. Reynolds purchased most of the stock and President Edward H. Sutton and Secretary Fred S. Stoepel retire. Herbert F. Reynolds will become president and W. H. Reynolds secretary. The National Cutlery Co. was established three years ago and has turned out the highest grades of goods. About a year ago the company built a factory at Lawton avenue and Michigan Central railroad.

Detroit, Mich.—The Ericsson & Moon Manufacturing Co., manufacturers of dies, tools, metal specialties and gasoline engines at No. 4 Second Avenue, have purchased a factory site on the south side of Piquette Avenue, east of Beaubien Street, and will shortly begin the erection of a modern factory building.

Detroit, Mich.—The Western Michigan Tool Works is preparing to greatly enlarge its plant so that it will more than double the output. Most of the company's machines are sent to foreign countries, and at present the company is back from three to nine months in filling its orders.

Freeport, Ill.—D. C. Stover has announced that within a few weeks work will be started for the excavating for the foundations of several new buildings which will be erected this Summer by the Stover Mfg. Co., and when completed will more than double their capacities in the foundry and machine shop work. Contracts have already been awarded for the construction of a steel structure building which will be erected to the north of their present build-

ings, and will be utilized for foundry purposes. This structure will be of brick with steel construction throughout and its dimensions will measure 80 by 260 feet and when completed will be by far the largest and most complete foundry in the city. The present foundry will be vacated as soon as the new structure is complete and the two will be combined, more than doubling the capacity of output of the company. For some time past a force has been at work on the erection of a new building of the steel structure type which was at first intended for foundry purposes, but it is now the intention of Mr. Stover to utilize this as a machine shop, which will give employment to somewhere in the neighborhood of 100 additional hands.

Hastings, Mich.—About two-thirds of the machinery in the new Hastings plant of the Press & Tool Co., of Chicago, is in place. Forty-two hands are employed. Fifteen skilled men from Chicago are instructing local young men in the work.

Haverhill, Mass.—Another big industry is to be located in this city within the next few months. F. W. Bird & Son, manufacturers of roofing and other special papers and paper boxes, is to erect a plant on the Bradford district side of the city, papers having been passed by which they acquire title to an extensive tract of land on the river side below the present plant of the Haverhill Boxboard Company. The tract is 680 feet long by 300 feet wide and embraces the entire strip of property from the railroad tracks to the Merrimac River. The Bird Company is at present located at East Walpole where it has a mammoth plant for the manufacture of roofing papers and paper boxes.

Gladstone, Mich.—The business of the Marble Safety Axe Co., has more than doubled in the past two years. Improvements are being made which will give the plant 23,000 feet of floor space.

Hartford, Conn.—The Hartford Machine Screw Company will build two additional stories to their present building on the north side of Capitol avenue.

Holland, Mich.—The Western Machine Tool works, located on Macatawa bay, will be enlarged to double its present capacity in the Spring by building a two-story brick addition, 50 by 50 feet, on the west side of the foundry. Its chief output consists of drilling machines, most of which are shipped to foreign markets. At present about 30 men are employed.

Menominee, Mich.—The new plant of the Lloyd Mfg. Co., formerly of Minneapolis, Minn., which has lately been incorporated with a capital of \$400,000 consists of three one-story brick buildings, concrete foundations, each building 70 by 400 feet, giving a floor space of something like 85,000 square feet, with independent power plant and dry kilns. It has been the company's aim to have the plant modern in every respect, installing electrical power, with individual motors for the different machines, electric lighted throughout, with the latest approved factory telephone system. The company's line is wheeled vehicles for children, wire specialties and the Lloyd automatic wire-mattress weavers are also manufactured. The installation of machinery has recently been completed

and about 300 people are employed at the present time.

New York, N. Y.—The Manhattan Screw and Stamping Company, whose plant at Eleventh Street and Seventh Avenue was destroyed by fire, has bought the six-story factory at the northeast corner of Sixty-seventh Street and West End Avenue, 100 by 125 feet. It will occupy the West End Avenue building.

Phelps, N. Y.—C. H. Burt, associated with some out-of-town capitalists, has purchased the Phelps Plow Works, and will begin at once to build up the business.

Reading, Pa.—The Prizer-Painter Stove and Heater Company has completed a number of improvements at plant, including the raising of four floors of the warehouse, the foundations of which had given away.

Syracuse, N. Y.—The Globe Malleable Iron Company will spend \$30,000 at once in doubling the size of its plant in the Eastern part of the city. This company took over the property and business of the Hyle Steel Tool Company last Fall and in less than six months the volume of business has outgrown the original plant. The plans call for three one-story buildings of reinforced concrete and steel. They will be 80 by 160, 26 by 180 and 60 by 100 feet in dimensions.

Syracuse, N. Y.—The Syracuse Chilled Plow Company, of which Carlton A. Chase is president, has purchased the entire plant of the Whitman & Barnes Mfg. Co. at Wyoming and Marcellus Streets and taken possession. This purchase gives the Syracuse Chilled Plow Company the largest floor space of any factory in Syracuse, its buildings covering nearly three whole squares. There are several acres of floor space in the Whitman & Barnes Building, which is three and four stories high. The Whitman & Barnes Company employed several hundred men at this plant for many years in the manufacture of harvesting machine parts. The company vacated the plant when several of its industries were consolidated at one big plant near Chicago.

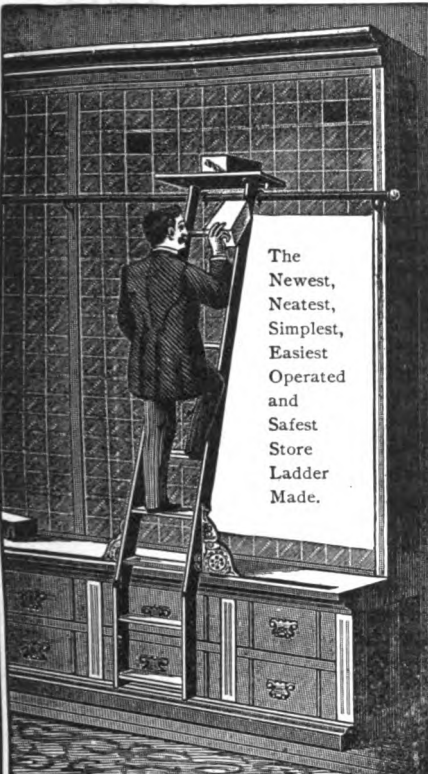
Moline, Ill.—The Moline Plow Company have awarded the contract for the erection of a six-story warehouse to be erected on its property at the corner of Eighteenth street and Railroad avenue and which is to be completed by Oct. 1. The new warehouse will cost in the neighborhood of \$50,000 and its dimensions will be 127 by 127 feet. It is to be of substantial construction and while it will not be elaborate it will be constructed along the neat lines heretofore adopted by the Moline Plow Co., for all of its large buildings which have been erected in Moline.

Newark, N. J.—C. H. Redman & Company, manufacturers of Hardware, at 220 High street, have bought a lot 68 feet by 104 feet on Dickerson and Hecker streets, on which they purpose to erect a three-story brick factory this Spring. Many extra hands will be employed when the new structure is completed.

Rochester, N. Y.—The G. F. Barron Cooler Co., Granite Building, has recently been reorganized and the capital increased to meet the demands of a growing business. The plant, which continues at Palmyra, N. Y., will gradually be enlarged.



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**GALVANIZED STRIPED WARE**



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You can best appreciate what the "Atlantic" is like by sending us a sample order. Then watch it sell.

Wear well? Made of smooth galvanized sheets, heavily wired around top, double re-enforced, with double-seamed raised bottom, it will outlast the other kind.

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## BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Stores, Incorporations, Etc.

Attleboro, Mass.—George H. Herrick, William W. Josselyn and Howard G. Smith have organized the George H. Herrick Co. with a capital stock of \$8,500. The firm will handle general sporting goods.

Boston, Mass.—The Arthur L. Johnson Co., headed by Arthur L. Johnson, have incorporated with a capital of \$5,000 to conduct a first-class sporting goods store.

Chicago, Ill.—The Perfection Roller Skate Co. has been incorporated by Louis D. Loss, John Roman, Thomas J. Truby, with a capital of \$10,000 to manufacture roller skates.

Cleveland, Ohio.—A. G. Spalding & Bros. will open a branch of their sporting goods business at 741 Euclid Avenue. Besides having a retail business in that city, they will use Cleveland as the wholesale distributing point for Northern Ohio. J. L. Thayer, of Chicago, will be assisted by Nate Cook, secretary of the Cleveland City baseball league, in conducting the business.

Davenport, Iowa.—John Vollertson has opened a new store on Brady Street.

Escanaba, Mich.—A complete sporting goods store has been opened by L. K. Edwards. He will also carry a line of bicycles.

Fargo, N. D.—A sporting goods store has been started by E. I. Levi.

Milltown, N. J.—Michelin tires of American manufacture will be on the market in season for the 1908 demand. Edouard Michelin himself has been in this country for a month or more with that end in view, and has completed the necessary arrangements, which took the form of the incorporation, under New Jersey laws, of the Michelin Tire Co., capitalized at \$3,000,000, and the acquirement of a going factory. The plant which has been secured is that of the International A. & V. Tire Co., at Milltown, N. J., which has been producing a not inconsiderable volume of bicycle tires for the jobbing trade. The factory will be operated under its present name and auspices until September 1st, when the Michelin Tire Co. will take possession. In the articles of incorporation, J. C. Matlack, general manager of the International concern, is named as Mr. Michelin's "agent in charge."

New York, N. Y.—The National Dynamite Co. has been incorporated for the manufacture of gun powder, dynamite, etc. The company, which has a capital stock of \$25,000, is incorporated by Ernst Detmold and Justus Von Lengerke.

New York, N. Y.—United Photographic Co. has been incorporated to manufacture photographic instruments and supplies; capital, \$25,000. Incorporators: H. A. Wright, Brooklyn; S. L. Moody, L. J. Matty, New York City.

Peterboro, Ont.—A sporting goods store has been opened by Charles R. Banks.

Ralston, Wyo.—Libby & McGuffy have started a sporting goods and Hardware store.

Toronto, Canada.—The Canada Arms & Rifle Sights Co., Ltd., has been incorporated for \$200,000, with headquarters at Toronto.

### Changes and Improvements.

Aberdeen, S. D.—The Jackson Hardware Company, wholesale dealers in sporting goods and Hardware, will erect a new store.

Anthony, Kan.—The Lydick Mercantile Company have succeeded Harris & Lydick, and will carry a fine line of sporting and athletic goods.

Arkansas City, Kan.—The Sturtz Hardware Co. have added to their stock of Hardware a large line of sporting and athletic goods.

Aurora, Ill.—Frank Sylvester has succeeded to the sporting goods business of Percy G. Lincoln.

Boston, Mass.—The Diamond Tool Company, 83 Pearl Street, have been succeeded by the Damascus Tool Company at the same address, and the name of the hunting hatchet manufactured by the firm has also been changed to the Damascus hunting hatchet.

Chicago, Ill.—The Etna Powder Co. will soon erect a powder magazine near Look-out Station on the Stevenson extension of the Southern Railway, which is now under construction in Tennessee. This plant will also be used as the shipping station for that section of the country.

Cleveland, Ohio.—The Royal Motor Car Co. will manufacture motor boats as soon as their factory in Gordon Park near Cleveland is completed.

Clinton, Mo.—Sporting and all kinds of athletic goods will be carried by W. H. Stone, formerly of Sherity & Stone, Hardware dealers.

Council Hill, I. T.—W. L. Knouff, sporting goods dealer, has been succeeded by the Council Hill Hardware Company.

Des Moines, Iowa.—The store of Hopkins Bros., Flynn Block, has been entirely remodeled and a new and more extensive line of sporting goods added.

Detroit, Mich.—The Detroit Canoe & Oar Works, 143 Benton Street, of which J. N. Dodge was the proprietor, have filed a notice of dissolution.

Elkhorn, Neb.—Henry Mocklemann, who purchased the Hardware stock of William Koerner, will carry a line of sporting goods.

Hanover, Pa.—Lam E. Miller, proprietor of the Hanover Cycle House, has moved into his handsome new quarters, No. 113 Baltimore Street, just completed. In addition to a large stock of goods on hand, he is busy unpacking novelties in his line and sporting goods of every description.

Joliet, Ill.—The gun establishment of George Tullock has been purchased by C. A. DeCoo, who will replace the old stock with a complete line of sporting goods.

Morristown, N. J.—H. E. Stirn, who owns one of the most successful Hardware stores in the metropolitan district, is now handling sporting goods.

Newmarket, Iowa.—Rogers Bros, successors to F. J. Rogers, are now carrying a fine line of sporting and athletic goods.

New York, N. Y.—Mr. Fitzmauris, the well-known tackle manufacturer and importer, has taken up new quarters with Schoverling Bros., No. 6 Reade Street, near Centre, where he displays a very attractive line of goods especially designed and intended for the jobbing trade.

Quebec, Canada.—By acquiring three more acres of land, the Ross Rifle Factory will be enabled to meet the demand for their goods which has increased considerably of late.

Trinidad, Colo.—F. M. Gooden has added a complete line of sporting goods to his stock of rifles and ammunition.

### Embarrassments.

New York, N. Y.—A. H. Funke, 83 Chambers Street, who as an importer and jobber handled several cycle specialties in connection with guns and automobile supplies, has filed a petition in bankruptcy. His liabilities are \$102,338 and assets \$51,700, of which the stock is estimated at \$42,000.



10 lb.  
Screw  
Top  
Tins  
in  
100 lb.  
Cases.

**THE TANITE CO.**  
STROUDSBURG, PA.

GET THE  
BEST **Adjustable Spring Steel  
ROOFING BRACKET**  
for Shingling and Painting Roofs.  
MANUFACTURED BY  
**W. S. GRISWOLD & CO.**  
37 John Street Springfield, Mass.

The United States Government will expend next year

**\$201,368,000.00**  
in Contracts

The various items, the competing bidders, the prices paid, the successful contractors, and, above all, the opportunity to bid for the work or supplies required, can be had from the weekly

**U. S. Government Advertiser,**  
Washington, D. C.

Established 1882.

Sample Copies Free.





The "FOLLETT"  
NUMBERING MACHINE  
PRICE \$5.00  
STYLE OF IMPRINT  
**123456**

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.  
**CUSHMAN & DENISON MFG. CO.**  
240-2 W. 23d St., New York City.

**Barrett Glass Cutters**  
Best in quality. Unsurpassed as sellers.  
Get prices from

W. L. Barrett, Bristol, Conn.

### I CAN SELL

Your Real Estate or Business  
NO MATTER WHERE LOCATED.

Proper lies and Business of all kinds sold quickly for cash in all parts of the United States. Don't wait. Write to-day describing what you have to sell and give cash price on same.

### If You Want to Buy

any kind of Business or Real Estate anywhere, at any price, write me your requirements. I can save you time and money.

**DAVID P. TAFF,**

The Land Man,

415 Kansas Avenue,  
TOPEKA, KANSAS.

**THE SCHWEDTLE STAMP CO.,**

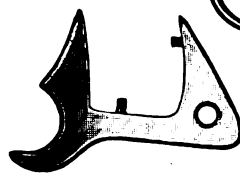
MANUFACTURERS

Fine Hand Cut STEEL LETTERS and FIGURES.  
Send for Catalogue. BRIDGEPORT, CONN.



## Something New

**H & R**  
Revolver  
Grip



**H & R**  
Greatest  
Revolver  
Value for the  
Money.

that gives to the pocket revolver the grip of an army model. Gives a better hold than any similar device. Can be applied to any H & R Revolver except the American, Young America and Safety Hammer D. A. lines, and detached by removing two small screws. **Retails for \$1.00** in addition to cost of revolver. Shown here as applied to

## The H & R AUTOMATIC DOUBLE ACTION REVOLVER

which is superior in quality and finish to any other revolver sold at the price, and one of our most popular models; and without doubt has had a greater sale than any other revolver ever offered. Write for catalog.

**Harrington & Richardson Arms Co.**

315 PARK AVE., WORCESTER, MASS.

## Will the Line Hold?

Yes, if it's a

## KINGFISHER

The fastidious fisherman will find in KINGFISHER Lines all that the utmost needs of the sport demand.

They make good where others fail, and win enthusiastic supporters wherever tried.

The fisherman is loyal to his calling, and proud of his outfit. The merchant who handles KINGFISHER Lines will be able to supply all classes of customers, and more especially those who are particular about the quality of their lines and are willing to pay the price therefor.

KINGFISHER Lines are carried in stock by every large Fishing Tackle Jobber in the country.

Our catalog is worth having, as it fully describes the hundreds of different lines we manufacture. **SEND FOR IT.**

**E. J. MARTIN'S SONS**

10 Hill Street ROCKVILLE, CONN.





AUTOMOBILE SUNDRIES RECORD

AN ADJUSTABLE LAMP STENCIL.

The New York Sporting Goods Co., 17 Warren Street, New York, are marketing an Adjustable Automobile Lamp Stencil of much merit. The frame and numbers are carried in stock separately and the dealer is thus enabled to supply quickly any combination his customer requires. The numbers are slipped in



AN ADJUSTABLE LAMP STENCIL.

from the ends and when in place may be permanently "set" by pinching the lips shown in the back view. The retail price complete is 50 cents per pair, and the New York Sporting Goods Co. will quote net prices to both jobbers and dealers.

MEZGER'S "SOOT-PROOF" SPARK PLUG.

The National Sales Corporation, 273 Broadway, New York, are offering the automobile trade Mezger's "Soot-Proof" Spark Plug, regarding which we give the following information:

CONSTRUCTION.

Plugs will always spark. Proof of this is, that if the porcelain is coated with carbon by holding it in a gas jet or coated with both oil and carbon and inserted in a motor, the latter can be started with the same ease as with a clean plug and after the motor is operated for a short time, the plug will be found perfectly clean—the carbon deposit having been burned off. The reason for this is that "Soot-Proof" Plugs have the largest surface of insulating material—two inches between the outer shell and the center spindle—and it is easier for electricity to jump



MEZGER'S "SOOT-PROOF" SPARK PLUG.

a thirty-second of an inch air-space than to jump through an inch of soot. That is why short circuiting is impossible and the spark always jumps. The Genuine C. A. Mezger was the first and is the only soot-proof plug on the market. It is in a class by itself, and "touches the spot" in engines where there is an excess of lubricating oil or other causes of soot deposit. It is guaranteed to give satisfaction where all others fail. The insulator is a single, large, strong, hand-turned porcelain, same having been found to be superior to mica, talc, lava, stone or any other known material, because it is non-absorbent, has the

highest insulating qualities and will not disintegrate in hot gases. Mica is not a solid mass, but is pressed together of thin layers and under intense heat these layers separate, which causes carbon deposits and eventually short circuits. The Genuine C. A. Mezger has substantial nickel spark-points, which are correct in design, and it is impossible for oil to remain fixed across the gap. The space between the sparking-points should not be greater than 1/32 part of an inch. This plug is thoroughly protected by a patent issued May 13, 1902, and all persons are cautioned against making, vending or using an infringement of same. "Soot-Proof" Plugs can be specified when ordering an automobile—there's no extra charge—or they can be bought of any dealer in America, with the positive and broad guarantee that they will not short-circuit.

RECORD.

Over half a million "Soot-Proof" Plugs are now in use. It would take a big book to hold all the endorsements that the company are constantly receiving from users who have put them to the severest tests. Ninety per cent. of all the motor-car victories in America, whether track races, hill climbs, road races, endurance contests or reliability trials were won by cars using "Soot-Proof" Plugs. "Soot-Proof" Plugs were used on the winning car that was awarded the McMurtry Medal in the Six Day National Economy Test for having the least ignition trouble.

"PERFECT HANDLE" MACHINISTS' BALL PEEN HAMMER NO. 101.

The H. D. Smith & Company, Plantsville, Conn., are placing upon the market one of the most original Ball Peen Hammers ever offered the trade, and destined to become a favorite tool when once its many features of interest are understood and appreciated. They are designed for the use of automobilists, machinists, die sinkers, etc. Like all of the "Perfect Handle" goods brought out by this company, they possess merits that once seen and known hold the buyer. The design of this hammer, as shown in illustration herewith, Fig. 1, is absolutely new. It is made of a solid drop forging, as seen in illustration Fig. 2, the handles are waterproofed and pocketed in at each end, and se-

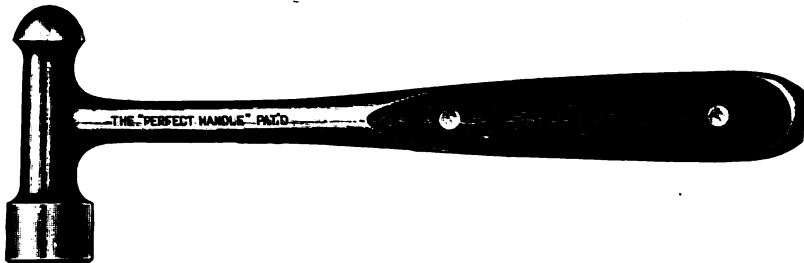


FIG. 1 "PERFECT HANDLE" MACHINISTS' BALL PEEN HAMMER NO. 101.

curely riveted, which will not budge and cannot shake or get loose. The hang and spring are referred to as being superior

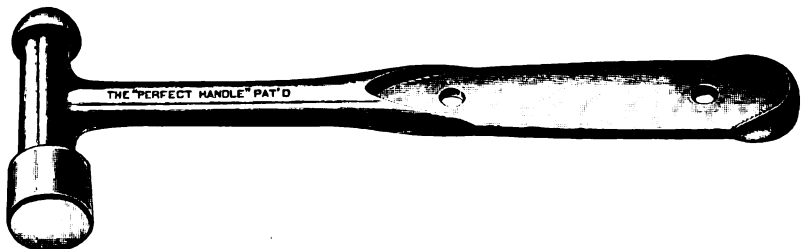
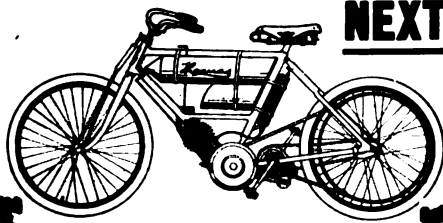


FIG. 2—DROP FORGING OF HAMMER.

to anything in the trade of corresponding character, and the hammer is made from a special steel, made to order after exhaustive tests. It is made by a special electrical process at Niagara tempered as nearly perfect as it is possible of achievement. The "Perfect Handle" Hammers are sold under an absolute guarantee. They are 10 inches over all in size, have a face 1 1/16 inches in diameter. List price is \$11.00 per dozen. They are packed one-half dozen in a slide-cover wooden box, and six dozen in a case.



**NEXT TO FLYING.****The THOMAS  
AUTO - BI.****MR. HARDWARE MAN**

The demand for motorcycles is increasing by leaps and bounds.

A MOTORCYCLE AGENCY IS NOW A NECESSARY PART OF YOUR BUSINESS.

It remains for you to select a machine that's easily sold, that has a good margin of profit and one that STAYS SOLD without giving you or the buyer trouble. We ask you to let us PROVE that we have the best motorcycle for all around use ever built.

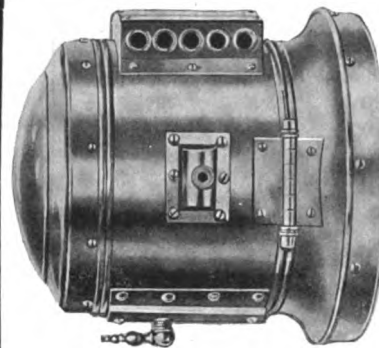
*Catalogue Free. Live Agents Wanted.*

**The Thomas Auto-Bi Company,**

1400 NIAGARA STREET,  
BUFFALO, N. Y.

*Phoebus*  
**THE LAMP OF QUALITY**

**Lights the Way to Profits**



Our new  
**FLARE FRONT  
SEARCH LIGHT**  
and our No. 280  
**GENERATOR**  
have made substantial hits with the automobilist.

The Lamp is *solderless*, and is made of heavy brass. All sizes. Generator, too, is made right.

We also manufacture the Phoebus Exhaust Horns, Tire Brackets, Etc.

Prices are right, too.  
Get our 1907 catalogue.

**MANHATTAN  
SCREW AND STAMPING WKS.**  
West End Ave and 67th St.,  
NEW YORK



**The House That**



**Does Things**

**JUST TEN** years ago we began business. We marketed a good quality of merchandise at moderate prices, gave every man a square deal and have built up a trade second to none. We are the only house in New York that sells every class of Sporting Goods, including Bicycle and Automobile Supplies, and you will find it a great convenience and saving in freight to have all your goods shipped together.

**A Sporting Goods Trade to be Proud Of.**

Our line includes not only the standard makes of Firearms, Athletic Goods and Fishing Tackle, but specialties of our own which, while reasonably priced, show a good profit to the dealer. These and many novelties and games are described in our Catalogue No. 36, which is a big book of 164 pages. Shall we send you one? Ask us to tell you about the new .25 caliber Automatic Pistol.

**Largest Bicycle Supply House in the East.**

Don't overlook the fact that the bicycle business increased in 1906 and there is every indication of an enormous demand in 1907. We carry a most complete stock and do, by far, the largest trade in this line in the East. We are prepared to take care of your requirements and are offering special inducements for early orders. Will you write us for our new Catalogue No. 38, or, if you prefer, a special representative will call.

**Leading Jobbers of Automobile Accessories.**

We have been marketing Automobile Accessories for five years. We know what sells and we want you to write us to "show you." We will sell you right goods at right prices, and help you build up your business. The Automobile Supply business has come to stay, and the volume of this trade is enormous. Every sporting goods and hardware dealer should put in a conservative stock of these goods, and share in the profit others are making. Our new Catalogue No. 37 will help us to get acquainted. Mailed free.

**NEW YORK SPORTING GOODS CO.,**

17 Warren Street, Near Broadway,

NEW YORK, U. S. A.



## STOVE MANUFACTURERS' RECORD

### "FIRE KING" GAS RANGE.

A. Weiskittel & Son, Baltimore, Md., are the manufacturers of the Improved White Enamelled Top "Fire King" Gas Range shown herewith. This Range has a white enameled sub-top beneath the top burners, with hinged top grating, and removable burners, so that the enameled sub-top can be kept perfectly clean.



"FIRE KING" GAS RANGE.

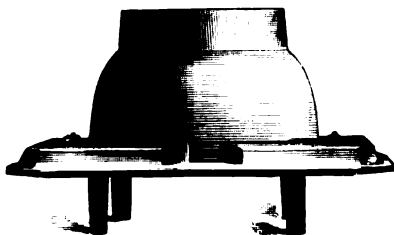
The sub-top of gas ranges is the first to give out, but with the improvement of the enameled top same becomes the most permanent part of the range. The oven construction has been improved, and produces the most efficient and economical results. The range is made in two sizes: 16 and 18-inch square oven.

### THE MICHIGAN STOVE CO.

The Michigan Stove Co. is rapidly recovering from the effects of the fire in its plant which occurred on 8th January. At that time there were two new buildings in course of construction that were very shortly thereafter completed; these have been in use for some time as manufacturing buildings. The burnt portion of the plant is also being re-built. They have in course of erection at the present time two very large seven-story buildings, that will be fully completed and ready for occupancy in thirty days. With the completion of these buildings their facilities will be greater and better than ever before. The prospect for general trade is excellent, and there is a marked and noticeable increase in business for the year to date, as compared with the corresponding period of 1906. Merchants are placing future orders liberally and for increased quantities. The recent advance in stove prices, which it is generally understood was imperative, has not seemingly checked the demand in the slightest degree, and there is, therefore, an excellent prospect of the largest stove business in history for 1907.

### THE "BEST" CHIMNEY CAP AND FLUE THIMBLE.

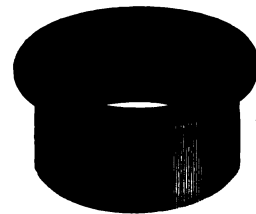
The Sterling Foundry Co., 50 Main Street, Sterling, Ill., are the manufacturers of the cast-iron Chimney Cap illustrated herewith, which is designed to replace the old-style galvanized sheet-



"BEST" CHIMNEY CAP.

iron hood. The average life of sheet-iron is from one to two years. The "Best" is claimed to last for years, for cast-iron will last longer than any other form of iron or steel when ex-

posed to the weather. It is made in two sizes, and the legs have a radial adjustment so that each size will fit any chimney up to the largest size for which it is desired. The legs project inside the chimney to prevent the cap from blowing off. It is claimed it is not necessary to use mortar or cement to fasten this cap



"BEST" FLUE THIMBLE.

to the chimney, as the legs will keep it in place. To put cap on the chimney, adjust the legs to the size of the flue and set it on. They also manufacture the "Best" cast-iron Chimney Flue Thimble, of which we give an illustration. The dimensions of this are: Depth, 4 inches;  $\frac{3}{4}$  inch flange. No. 1., 6 inches; No. 2, 7 inches. It is designed to replace the old style sheet-iron thimble, which soon rusts out and is worthless.

### THE CLEVELAND STAMPING & TOOL CO.

The Cleveland Stamping & Tool Co., Cleveland, Ohio, makers of Lava and Volcanic Enamelled Ware, are putting a new Enamelled Wash Boiler on the market which is a decided innovation.

It is made from No. 18 gauge steel, 14 in. by 30 in. in size and 10 in. deep, and is enameled white inside and chocolate outside.



CLEVELAND ENAMELED WASH BOILER.

The cover as shown in cut is also enameled, and both boiler and cover are equipped with strong handles. One of the strong points in favor of this boiler is that it can be so perfectly cleaned after wash-day use that it can be brought into service for any purpose where a large vessel is needed. When threshing day comes, it is all right for use in preparing the big dinner, either for vegetables, soup or coffee. When so ordered they are fitted with an end faucet at a slight addition to the regular price. When durability and usefulness are considered it stands as a leader among Wash Boilers.

### MARCH-BROWNBACK CO. ELECTS OFFICERS AND DECLARES DIVIDEND.

The annual meeting of the March-Brownback Stove Co., Pottstown, Pa., was held recently, and a dividend of  $4\frac{1}{2}$  per cent. was declared. This is one-half per cent. in advance of last year's dividend. The company is in a prosperous condition. These directors were chosen: Franklin March, of Parkerford; T. J. March, of Pottstown; James Brownback, of Linfield; A. K. Shaner and M. W. Baily, of Pottstown; H. M. Miller, of Phoenixville, and Willis Rogers, of Pottstown, the last named succeeding his father, the late James Rogers, of Spring City, who was also vice-president of the company.

In reorganization, the following officers were chosen: President, Franklin March; Vice President and Treasurer, T. J. March; secretary, F. C. E. Muhlhouse; sales manager, H. M. Miller.



## Profitable Heating



KELSEY HEATED, near Providence, R. I.

### The Man Who Makes Money

in the heating business to-day is not the man who is selling any kind of a furnace at competition prices, but is the one who is striving to get the best kind of results, and sells his customers a heater that pleases them and brings him more business.

The day is gone by when heating contracts are secured simply by being the lowest bidder.

### 30,000 KELSEY Warm Air Generators

have been sold since 1889—and every year because of the good results secured, the sales increase. Not only this, but the Kelsey System is being installed in the very finest class of residences, churches and schools, and are becoming so well known that Kelsey dealers everywhere are soliciting the best kind of heating work, and are securing contracts at prices not made to meet any kind of competition.

### There's Only One Warm Air Generator

Why not write us about the Agency Proposition?  
800 dealers are now selling.  
It might pay you to act quickly.

**KELSEY HEATING CO., Makers,**

Syracuse, N. Y.  
New York Office, 156 Fifth Ave.  
Chicago, Cook & Van Evert Co., 38 Lake St.

## A GREAT MONEY MAKER



This is the  
verdict of all  
merchants  
who are hand-  
ling the

## OHIO COMBINATION STEAM COOKER and BAKER

The Ohio Cooker is being advertised in magazines having a circulation of over ten million women, who are interested in a kitchen device that will save kitchen drudgery, reduce their fuel bills 50%, and save as much more in time, labor and provisions. It cooks all articles of food deliciously, and it makes tough meat tender.

We are getting thousands of inquiries in from every town in the country from our advertising. All inquiries where we have local dealers are referred back to the dealer. Handsome display cards are furnished, together with a fine Electrical Display Stand, also a supply of literature. A handsome 48 page catalogue and price list giving discounts, will be mailed you on application.

Don't fail to write immediately, and secure the agency for this great money maker. Address,

**The OHIO COOKER CO.**  
600-17 JEFFERSON AVE., TOLEDO, OHIO.



## A Guaranteed Proposition

# The "Matchless" STEEL RANGE

Sold at a price that places the dealer in a position to meet ANY AND ALL KINDS OF COMPETITION. Backed by one of the strongest guarantees ever issued by a manufacturer.

We agree to furnish FREE OF CHARGE FOR A PERIOD OF THREE YEARS any lining for the fire box that may burn out in that time.

### THE MATCHLESS

has weight where most needed—in the body, oven and fire box. Combines weight, style, finish and workmanship. Lined throughout with asbestos. The material used is of the highest grade obtainable.

**We Want One Dealer in Every Town.  
Our Terms are Net 15 Days.**

**No. 418 Full nickel trimmed, \$19.50**

**Very Interesting Proposition to Car Load Buyers.  
Write for Catalogue and Copy of Bond.**

*Choice Territory Open for Right Salesman.*

## Landay Steel Range Co.

Manufacturers  
2622 N. 15th St., St. Louis

**No. 418 Weight, 400 Lbs.**

Oven, 17 x 12 x 21 ins. Top cooking surface, 30 x 36 ins., 6 8-in. lids.  
Large warming closet. Spring balanced oven door.

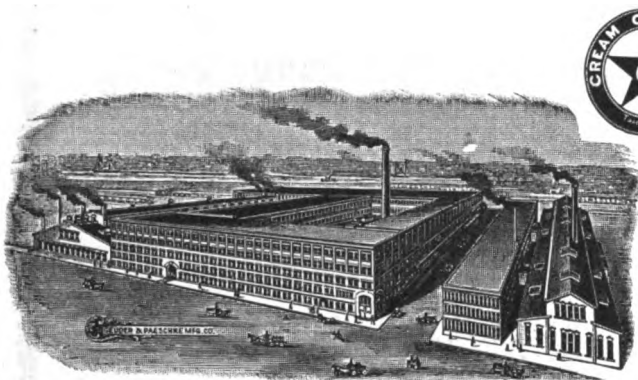
Please mention **HARDWARE** when writing to advertisers.



## STOVE MANUFACTURERS' RECORD

### THE GEUDER & PAESCHKE MFG. CO.

Just a trifle over twenty-five years ago the Geuder & Paeschke Mfg. Co., of Milwaukee, began to make a limited line of pieced tinware in a small frame building, employing but a few people. The sale of their product was confined to their own city and the immediate vicinity. Struggling persistently forward, the little company gradually branched out. Untiring attention to the interests of their customers, coupled with sound business principles, enabled them to grow steadily, and now their trade mark



GEUDER & PAESCHKE MFG. CO.'S PLANT.

is well known all over the United States, north, east, south and west. Every year they increased their facilities, adding the most modern improvements and adding to their line, until now they are splendidly equipped and make full lines of pieced and stamped tinware, both plain and retinned, black, galvanized and enameled sheet iron ware and japanned ware. With the constant expansion of their business they soon moved into larger quarters, until now they occupy floor space exceeding ten acres. Their plant is specially designed for the economical production of their lines of manufacture, and it is considered one of the largest, finest and most up-to-date factories of its kind in the country.

The Geuder & Paeschke Mfg. Co. is not connected with any trust, and is now, and has always been, strictly independent. The concern was founded by William Geuder, Charles A. Paeschke and Frank J. Frey. To the first of these three, now deceased, much credit is due for his great ability, and his unremitting efforts contributed largely to the success of the firm. Charles A. Paeschke is now president, and Frank J. Frey secretary and treasurer, and as they are both comparatively young men, they are hopeful of enjoying the kind co-operation of the firm's great number of friends in their efforts for many years to come.

The company's Chicago office and warehouse, located at 53 and 55 Michigan Avenue, is in charge of William Brunow and Hugo Voigt, both of whom have been with the concern since its inception.

### IMPROVING THE QUALITY OF TIN PLATE.

A unique feature in tin plate manufacture in this country has been introduced by Follansbee Brothers of Pittsburgh in their new steel works, wherein all the ingots are hammered into billets instead of being rolled as is the American custom. The object is, to not only eliminate all the impurities, imperfections and blow holes, but also to insure a compactness that will make the steel tougher and give it a greater drawing quality without in any way interfering with its ductility—something that cannot be obtained by rolling. This wide-awake firm saw, more than five years ago, the necessity of improving the quality of tin plate—its durability particularly—and decided that only radical changes in the methods of manufacture, in fact a complete return to the old and approved Welsh methods, could accomplish the desired results.

To decide was to act. Eighteen months later, they had in active operation their own sheet and tin mills with Wm. Banfield, whose reputation as a manufacturer of high-grade tin plate had already been established, as General Manager; and were using Open Hearth as a body or base for their plates. The success which attended their enterprise from the very first encouraged them to erect their own Open Hearth furnaces and steel works;

particularly as the only draw-back heretofore had been the difficulty of obtaining always the high quality of Open Hearth bars which they demanded.

Four months ago, they started the first heat in their own Open Hearth furnaces, in the erection of which they have further followed the old Welsh practices by having only small twenty-five ton furnaces, where the quality can be controlled absolutely and the highest grade thereby insured. That quality is their watchword, is apparent on all sides. As an officer of the company stated: "We are looking more particularly after the buyer whose requirements are difficult and who has found it hard, if not impossible, to obtain a satisfactory quality—whether this buyer be manufacturer, jobber or tinner." That there are many such buyers and that these buyers are becoming more familiar with the merits of their product, is attested by the fact that their mills are usually crowded with orders for many months in advance.

### ILLINOIS FIRELESS COOKER.

Illinois Heater Co., Fortieth Street and Wentworth Avenue, Chicago, Ill., are the manufacturers of the Illinois Fireless Cooker, shown in the accompanying cut. This Cooker is made entirely of metal, thoroughly insulated with the best non-conductor of heat known to science. Each part of it is easily and quickly reached for cleansing (if ever necessary) and it is almost as easily cleaned as the kitchen sink. The best quality of heavy galvanized iron is used in the construction of these Cookers, and they are finished in a beautiful white enamel, making them an ornament to the finest kitchen in the land. They are practically indestructible, and unless fearfully abused are good



ILLINOIS FIRELESS COOKER.

for fifty years of service. Each Cooker is provided with four compartments, so that four kinds of food can be prepared at once. The food is started to cooking in the usual way, but is kept over the fire an average of about one-tenth the time it would be necessary if the cooking were to be finished on the stove. It is then removed and immediately placed inside the Cooker, and the covers put in place, where it is left until ready to be served.

Usually it will be found warm enough to be placed on the table to be eaten, but in isolated cases it may be necessary to place over the fire again for two or three minutes. Two Berlin sauce pots, one of six quart and one of eight quart capacity, are furnished free with every Cooker. Meats cooked in the Illinois Fireless Cooker lose none of the delicious flavor that is lost when the steam has a chance to evaporate. In fact, all vegetables come out of the Cooker whole, but thoroughly cooked, and are much more palatable than when cooked the ordinary way, beside avoiding all the disagreeable odors of cooking that permeate all parts of the house. The Cooker is sold through dealers in Hardware, household furnishings, etc., or may be had direct from factory. The manufacturers invite correspondence on the subject, and will cheerfully furnish any information in their power.



IN EVERY PARTICULAR THE  
**TRIUMPH RANGES**  
LIVE UP TO THEIR NAME



### Mail Order Competition

Has no terrors for the dealer who  
handles them.

#### THEY DEFY ANY AND ALL COMPETITION

|                                                |         |
|------------------------------------------------|---------|
| No. 8 or No. 9-16 with Res. and H. Closet..... | \$18.00 |
| No. 8 or No. 9-18 with Res. and H. Closet..... | 20.00   |
| No. 8 or No. 9-20 with Res. and H. Closet..... | 22.00   |

TERMS NET CASH

Be sure to write for Catalogue, as well as our Special Offer  
to Stove Dealers.

**BONNET-NANCE STOVE CO., Chicago.**

WE ARE  
**HEADQUARTERS**  
FOR  
**EVERYTHING**  
IN  
**HARDWARE**

Including Cutlery, Sporting Goods,  
Guns, Etc.

### PAINT

We are sole distributors for one of the  
best lines of paint made, and will sell you for  
less money than you can buy comparative  
goods for: This we guarantee.

Write us for information regarding our  
special 75 gal. Assortment of Barn Paint.  
A Paint that is Red and Stays Red and is  
without question at the price we sell you, the  
best value on the market to-day.

**TROUT HARDWARE CO.**  
174-176-178 E. LAKE ST.  
CHICAGO, ILLS.

# More Sales



The sales of the Ideal Combination  
Steam Cooker and Baker have been roll-  
ing up like an enormous snowball.

Through **sheer, downright**  
**merit**, a demand has been created by  
which dealers all over America have been  
benefited.

This year we're **crowding** and **push-  
ing** and **increasing** the demand by  
the most extraordinary advertising cam-  
paign ever conducted for any article of  
household use.

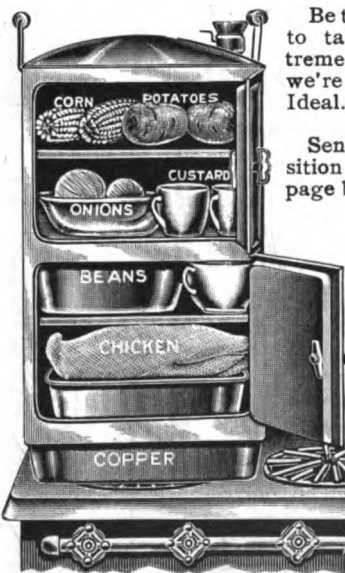
## THE IDEAL

### Combination Steam Cooker and Baker

is being made known to 24,000,000 women through the  
leading magazines. Its remarkable time, labor and  
money saving features are being exploited as they never  
were before.

We will bring the customer to the door of your store—  
will you show her the Ideal?

Just give the Ideal counter space—just give it a fair,  
square chance to talk for itself and it will do the rest.



Be the first in your city  
to take advantage of the  
tremendous selling force  
we're putting behind the  
Ideal.

Send for our special propo-  
sition to dealers and our 100  
page booklet.

**Telede  
Cooker  
Company**  
1337  
W. Bancroft  
Street  
Telede, O.



**BUFFALO  
WIRE  
WORKS CO.  
WIRE CLOTH  
WIRE GOODS  
BUFFALO, N. Y.**

Artistic  
METAL  
WORK

### Hardwaremen's Exchange

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of **SIDE LINE OFFERED**, **SIDE LINE WANTED** and **ALL OTHER NOTICES**, two cents per word. No ad. received less than three lines

#### MALE HELP WANTED

**A**MONG the 573 positions described in current issue of Opportunities should be several of especial interest to you. Sample copy free. Write us to-day. HARGOODS, 305 Broadway, N. Y.

#### For Sale.

**A** LONG established plumbing, steam, roofing and tinsmithing business in the best part of the Bedford section of Brooklyn, good reason for selling; only \$300 required. J. B., 1226 Sterling Place, Brooklyn, N. Y.

**MONARCH ROOFING**

**SECURE**  
PROTECTION AND LONG  
SERVICE BY USING OUR  
**ASPHALT ROOFING**  
SAVES REPAIRING  
SAVES RECOATING  
SAVES RENEWING  
Send for Samples and Pamphlet  
**STOWELL MFG. CO.**  
JERSEY CITY, N. J.

**PATENTS**  
procured promptly and with care  
in all countries. Also trade  
marks and copyrights.  
**DAVIS & DAVIS**  
ATTORNEYS-AT-LAW.  
WASHINGTON, D. C.  
St. Paul Building, NEW YORK.



CLOSED

## WATROUS AUTOMATIC DOOR CATCH

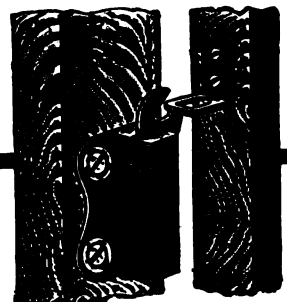
**TWO-THIRDS ACTUAL SIZE.**

**PATENT APPLIED FOR.**

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar. Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The  
**E. L. Watrous Mfg. Co.**  
Des Moines, Iowa.

OPEN



No. 96

**TURNER**  
Double Jet  
Torch

Price, \$5.50

Gives maximum amount of heat—3000 degrees Fahrenheit—at minimum amount of cost.

It has no equal among Torches for heavy outdoor work in windy or stormy weather.

Uses 74 degrees gasoline—1¼ pt. per hour.

Order through your jobber or send us \$5.50 net.

You ought not to be without a copy of our catalog. No. 30.

**TURNER BRASS WORKS**  
70 No. Franklin St. CHICAGO, U. S. A.

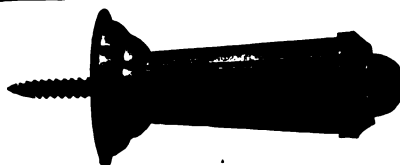
**BARTHEL  
KEROSENE  
TORCH**

Single charge, 1 pint of kerosene. Flame, 7 inches long from mouth of flame tube. Will melt ¼ inch copper rod in 1½ minutes. Gun metal flame tube. Positively the safest, best constructed and most economical torch made. COMBUSTION PERFECT.

Send for catalogs of Torches, Fire Pots and Stoves

**BARTHEL BLOW LAMP CO.**  
OLD SOUTH BUILDING  
BOSTON, MASS.

**THE SCHWERTLE STAMP CO.**  
STENCILS—BURNING BRANDS  
**STEEL STAMPS & DIES**  
SEALS—MACH. PLATES—CHECKS  
BRIDGEPORT, CONN.



### The Champion Metal Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all finishes to match other hardware. Manufactured only by **THE CHAMPION SAFETY LOCK CO., Geneva, O.**



## HEINISCH TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

**BEST IN THE WORLD**

**R. HEINISCH'S SONS CO.**

NEWARK, N. J., U. S. A.

New York Office and Salesroom, 155 Chambers St.

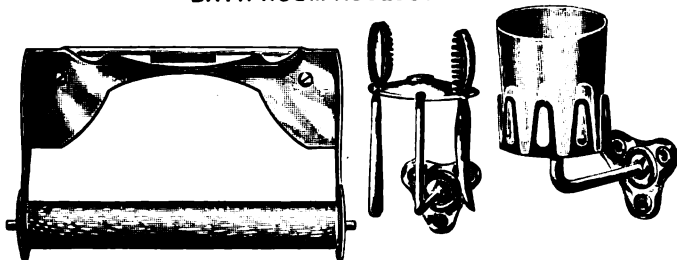
Please mention **HARDWARE** when writing to advertisers.



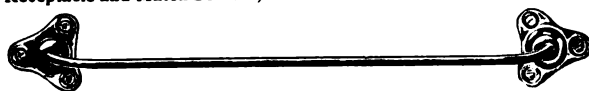


## HERE ARE SOME OF OUR HOT SELLERS :

### BATH ROOM ACCESSORIES.



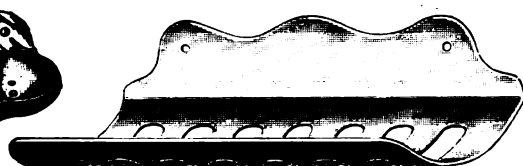
Toilet Paper Holder (Combining Cigar Receptacle and Match Scratch). Revolving Tooth Brush Holder. Tumbler Holder.



Towel Bar.

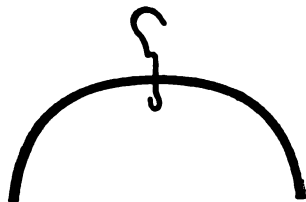


Soap Tray.

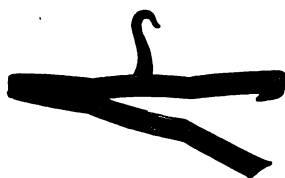


Comb and Brush Shelf.

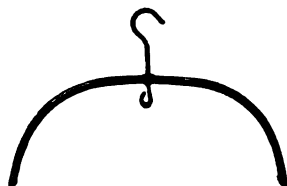
### HANGERS FOR THE WARDROBE.



Ladies' Suit Hanger.



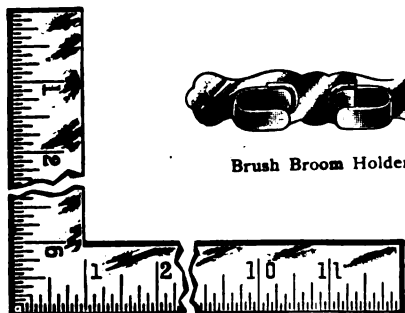
"Eureka Hanger, Open.



Ladies' Skirt Hanger.



Eureka Coat and Trousers Hangers, Combined.



Brush Broom Holder.

12x7 in. Square, Nickel Plated.



"Uncle Sam" Moulding Hook.

Is only another name  
for the

## "WISE BUYERS' LINE"

OF QUICK-SELL-  
ING HARDWARE  
SPECIALTIES--  
THE FORSYTH  
LINE.

Bath Room Accessories  
Wardrobe Hangers  
Moulding Hooks  
Cleavers  
Mincing Knives  
Metal Rules & Squares

We have confined our efforts to perfecting those articles which find a ready sale in every household.

THE IDEAS ARE THERE, and appeal to the customer as being valuable and unique.

THE QUALITY IS THERE as well, and above all,

THE FINISH IS THERE. This is the secret of our great success. We finish our Specialties by hand. Nickel-plated screws, buffed bright, with all Bath Room Accessories and other Specialties where screws are required.

Tie up to the "Wise Buyers' Line."

Send for Catalog and Prices.

**FORSYTH MFG. CO.**

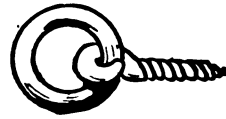
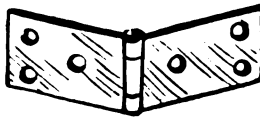
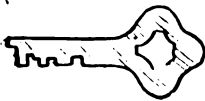
BUFFALO, N. Y.

Western Representative:

J. J. COMSTOCK.

40 Dearborn St. Chicago, Ill.





## INVESTIGATE GREATER BOSTON

and the opportunity which it offers to

**Hardware Manufacturers Desiring to Locate in the Most Favored Section of This Country.**

**HELP**—Within the limits of Greater Boston an unfailing supply of the highest grade of Workmen is always to be counted upon.

**RENTS AND REAL ESTATE VALUES**—The most fair and reasonable to be found anywhere in comparison with the needs of tenant or proprietor.

**TRANSPORTATION**—From Boston radiate land and water transportation routes, offering facilities for prompt shipment and low rates.

**MARKETS**—Boston and its immediate surroundings represents a purchasing public that may be depended upon to keep in constant demand a large percentage of a properly distributed output.

**BANKING FACILITIES**—Nowhere else in the United States are banking accommodations more liberal than Greater Boston. The general prosperity of Boston Manufacturers, backed up by the favorable condition under which they operate in Boston, gives a stability to such enterprises as to render their standing higher than elsewhere—Dollar for Dollar of capital considered.

**POWER**—Boston is the Electric City. The perfect service rendered by the Edison Electric Illuminating Co. of Boston—a service in whose contracts there is no strike clause—assures to the Boston manufacturer a constant source of power upon which no coal strike, no rise in the price of coal—can have any injurious effect.

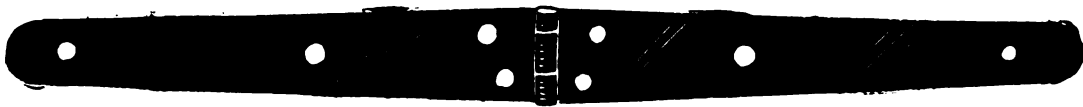
The rates of the Edison Electric Illuminating Co. of Boston are the most favorable of any in the world, and are based upon the actual requirements of the consumer.

The Edison Electric Illuminating Co. of Boston, joining hands with the Mayor, Board of Trades and Selectmen, is demonstrating to the Hardware Manufacturers of this country the desirability of Boston as an ideal location for manufacturing plants, and will send anywhere in the Eastern, Middle and Seaboard States, without charge, representatives to confer with manufacturers desiring to learn in detail just what advantages Boston offers.

**ADDRESS THE EDISON ELECTRIC ILLUMINATING COMPANY**

**3 HEAD PLACE**

**BOSTON, MASS.**



## PELOUZE POSTAL SCALES

Invaluable to the Office, Store and Home. They tell instantly the exact cost of postage in cents on all classes of mail matter. Warranted accurate. Made in several sizes.

|                |             |        |                       |             |        |
|----------------|-------------|--------|-----------------------|-------------|--------|
| National.....  | 4 lbs.....  | \$3.00 | Mail and Express..... | 16 lbs..... | \$5.00 |
| Union.....     | 2½ lbs..... | 2.50   | Commercial.....       | 12 lbs..... | 3.75   |
| Columbian..... | 2 lbs.....  | 2.00   | U. S.....             | 4 lbs.....  | 2.50   |
| Star.....      | 1 lb.....   | 1.50   | Victor.....           | 1½ lbs..... | 1.75   |

Trade supplied through principal Jobbers. For sale by Leading Dealers. Send for Catalog "P."

**PELOUZE SCALE & MFG. CO., 118-130 West Jackson Boulevard, Chicago.**

Manufacturers also of Pelouze Celebrated Family Scales.



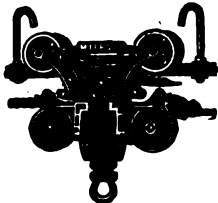
**Take off your hat to "The Myers!"**  
BEST PUMP ON EARTH.



Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

### GLASS VALVE SEAT PUMPS HAY UNLOADING TOOLS and BARN DOOR HANGERS HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track.  
Aluminum Finish.

O. K. Stay-on  
Door  
Hanger.



Flexible.

**F. E. MYERS AND BRO., ASHLAND, OHIO.**

### The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

**AJAX MFG. CO.,  
Pittsburgh, Pa.**

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

**THE SCHWEDTLE STAMP CO.,  
MANUFACTURERS**

Notary, Lodge and Corporation Seals.  
Send for Catalogue. **BRIDGEPORT, CONN.**

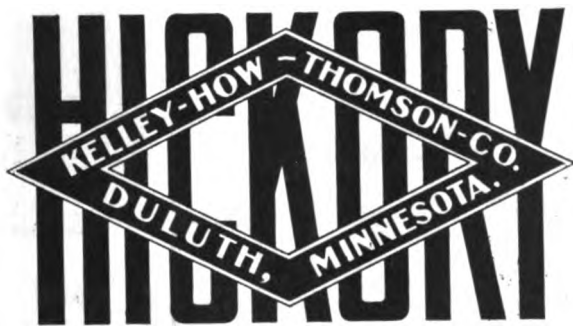
Please mention **HARDWARE** when writing to advertisers.



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**THE MARK OF QUALITY**


# TO INCREASE YOUR SALES

place an order for a stock of Hickory High Grade Paints and Varnishes. The attractive appearance and superior quality of these goods, together with the advertising we furnish, make them the most profitable line a dealer can handle.

We absolutely guarantee paints or varnishes bearing the "Hickory" label to be the best goods for the purpose.

## KELLEY-HOW-THOMSON CO. WHOLESALE HARDWARE

DULUTH

MINNESOTA

N. B.—Be sure and *spell* our name correctly.

---



# GUARANTEED

Not simply a high sounding but meaningless string of words, neither an empty guarantee to give satisfaction, but a definite, absolute, binding guarantee that this

paint will

## WEAR FIVE YEARS

or paint for repainting is yours without charge.

That is the kind of guarantee we put on Pitkin's Barn Paint and it lives up to it too.

## GEO. W. PITKIN CO.

Paint and Color Makers

Established 1868

CHICAGO, U. S. A.

Originators of Barn Paint

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## At the Head

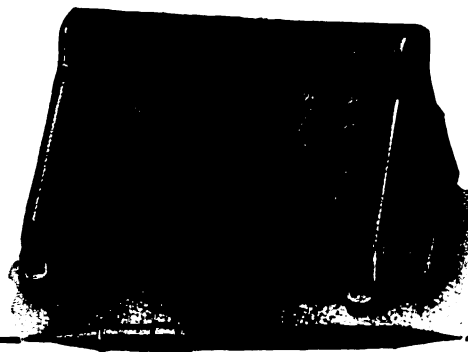
Of all Axle Grease is the Frazer—the Old Reliable. It has greased all kinds and conditions of Axles for

## Half A Century

with uniform satisfaction to both dealer and user.

Don't make the mistake of ordering cheap stuff—the Best—Frazer—is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

## Frazer Axle Grease



## \$15 "GEM" Adding Machine

Let us send you one on  
**FREE 10 DAYS TRIAL**  
**AT OUR EXPENSE**

Has an Automatic Carrier and a Resetting Device that clears the dials to zero instantly. A High-Grade Mechanical Production. Does the work of high-priced machines. Guaranteed for two years. *Catalog free.*

**AUTOMATIC ADDING MACHINE CO.**  
Dept. C. 332 Broadway, New York City.

**NOTICE** — The person you want to reach uses a pencil—Your ad in display type, (printed by our new process) all around a round pencil, will be in his hand and under his very eye forty times a day—Ask for sample and price list describing 30 varieties.  
**BLANCHARD BROS. (Inc.)**  
Davenport, Iowa.

## HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

**WEST LEECHBURG STEEL CO., Pittsburg, Pa.**



## GODDARD'S MOP PRESS

The best machine made for drying a mop. Nothing to get out of order; only four pieces in it. The most simple, durable and efficient on the market.

**ALL MALLEABLE IRON**  
Sells on Sight. Warranted One Year  
Send for Circulars to

**GODDARD MOP PRESS CO.**

Arcade Building

AKRON, OHIO

## Tool Chosts

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

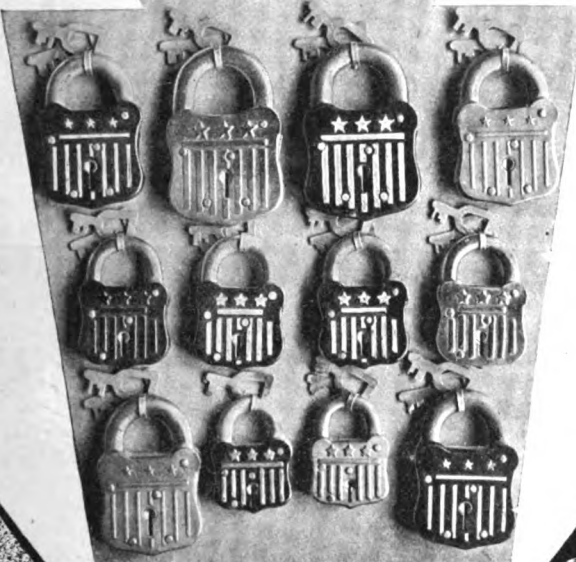
Agents for Steel Tool Chests.

Send for Catalogue.

**AMERICAN TOOL CHEST CO.**  
200 West Houston St., New York, U. S. A.



# A HEART-TO-HEART TALK



**KEYSTONE  
PAD-LOCKS.**

We want you to have more than a bowing acquaintance with

## Keystone Padlocks

We intend to go more than half way to bring you and our goods closer together. "Familiarity will not breed contempt" in this case, because Keystone Padlocks are highest grade from start to finish.

They are mechanically perfect. Their appearance impresses customers with their excellence.

### Keystone Display Card H

(12½x14) helps move them off your shelves—shall we send it?

Share our profits, Mr Dealer. Handle Keystone Padlocks—the best for your trade. **DON'T FORGET!** our Big Catalog is yours for the asking.

**The E. T. Fraim Lock Co.**  
Lancaster, Pa., U. S. A.

**Philadelphia  
Lawn  
Mower  
Co.**



3101-3109  
Chestnut St.  
Philadelphia,  
Pa., U. S. A.



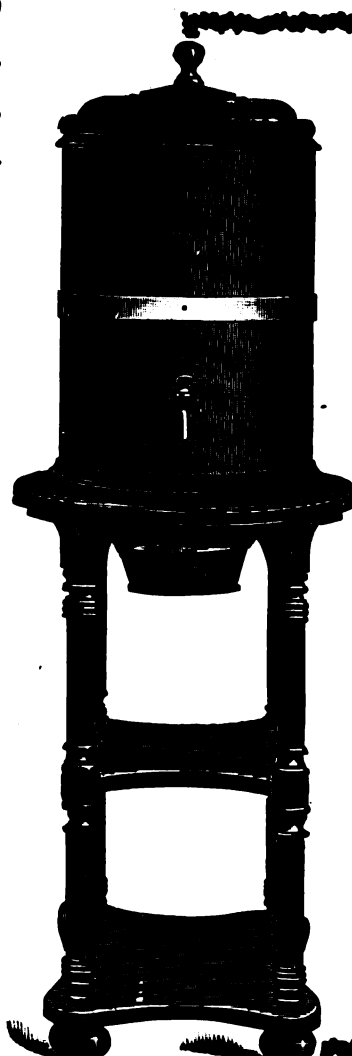
**Here's Our "Big Four"**

Line of Mowers, in use in all parts of the world. Do you sell them? If not—send at once for "BIG FOUR BOOKLET" and prices. The reason they sell so well is because they are the

**Genuine Philadelphia Mowers.**

We make 17 styles hand mowers; 6½ inch to 12 inch wheels; 3 to 8 blades, and 5 styles horse Mowers.

Handle the Genuine Philadelphia Line of Mowers and you'll have plenty of repeat orders to keep you busy.

## The North Pole

**CANNOT PRODUCE A  
LOWER TEMPERATURE  
THAN THE HALE & KIL-  
BURN**

## "Favorite" WATER COOLER

**STRICTLY HIGH GRADE.**

Elegant in design and finish.  
Water cannot be contaminated.  
Minimum quantity of ice used.  
Constructed on best sanitary  
and scientific principles.  
Made in nine sizes. Send for  
list to-day.

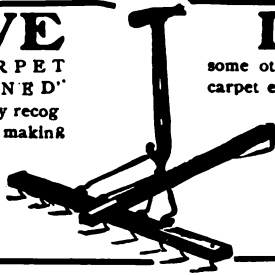
**The Hale & Kilburn  
Mfg. Co.**

33 Union Square, W., New York.  
1800 Lehigh Ave., Philadelphia, Pa.



**PROGRESSIVE**

Always handle the best — The "EXCELSIOR CARPET STRETCHER and TACK HAMMER COMBINED" satisfies the most exacting customer. Housekeepers instantly recognize its merits as a time, labor and temper saving device, making sales easy. Light, Strong, Easily Operated, folds compactly, each in a neat box with instructions and fully **WARRANTED**. Teeth will not tear carpet. Stretcher locks in any position and can be instantly released for new setting without bother of backing up Tooth Bar, as with

**DEALERS**

some others, or re-adjusting in any way. Stretches 16 inches of carpet each time set, more than any other. A Tack Hammer is part of the machine and therefore always at hand. **NOT SOLD TO CATALOG HOUSES**, hence a **PROFITABLE** specialty for the Dealer. Ask your Jobber for the "EXCELSIOR" and accept no other "just as good".

Made only by

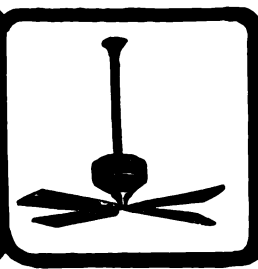
**RICHARD W. MONTROSS**  
**GALLEN, MICH.**

**FANS**

**WATER FANS FOR DESK AND WALL ONLY**  
**ELECTRIC FANS** FOR CEILING, DESK, WALL OR COLUMN, ANY VOLTAGE.  
ALSO WATER MOTORS AND BELT DRIVEN FANS

SEND FOR CATALOGUE AND PRICES TO

**D. L. BATES & BROTHER, Dayton, O.**



# S. & S. KNIVES

**WARRANTED**



THEY HOLD AN EDGE — — — NO HARD OR SOFT SPOTS

*National Cutlery Co.* **DETROIT, MICH.**

**PROMETHEUS**

**ELECTRIC COOKING  
and  
HEATING APPARATUS**

WRITE FOR OUR  
1907 CATALOG

and become acquainted with an attractive and easily salable line of devices, which appeal greatly to all householders who have electric light in their houses.

Get ahead of your competitors and sell up-to-date electric devices, which the public needs and demands.

**THE PROMETHEUS  
ELECTRIC CO.**

**236 East 43d St.  
NEW YORK**



**I** t's the Better

part of wisdom to stock up with Garden Hose with a reputation for hard service—

## Voorhees Garden Hose

A single trial order will convince you of this. Repeat sales will follow because claims for defect are not made.

We make Rubber Hose, Belting, Packing, Rubber Mats, Matting, etc., of Superior Quality.

Send for catalog and prices.

**Voorhees Rubber**

**Mfg. Co.**

**Jersey City, N. J.**





There's Nothing to Fear From the Elements  
when your roof is covered with



32 POUNDS COATING

## ROOFING TIN

In case of fire from without it does not ignite; from within, it soon smothers the flames; wind cannot get under; rain cannot beat through; a snow load—the worst of all pressures—creates no damage, while freezing and hail will not crack or destroy this superior commodity.

Think over all other roof coverings and see if such claims can be truthfully made for any of them; then take into consideration the moderate cost and long life of MF Tin and decide for yourself which is the most practical material for you to use. Our booklet "FROM UNDERFOOT TO OVERHEAD" tells how MF is made. We want you to have a copy, and will gladly send it if you will write.

American Sheet & Tin Plate Company,  
Frick Building, PITTSBURGH, PA.



No. 508 CUP.



No. 509½ SAUCER.



No. 847 COMBINET.

## White Steel Enameled Ware

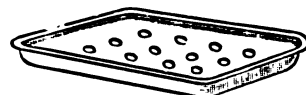
For Summer Camp  
Supplies, Hospitals and  
Public Institutions.

Our line is most complete, our prices reasonable and the profits large enough to pay you for pushing them this season.

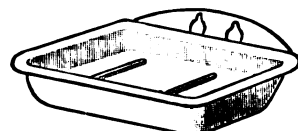
Be convinced—send  
for catalog, prices, and  
see!

The GEO. H.  
BOWMAN CO.

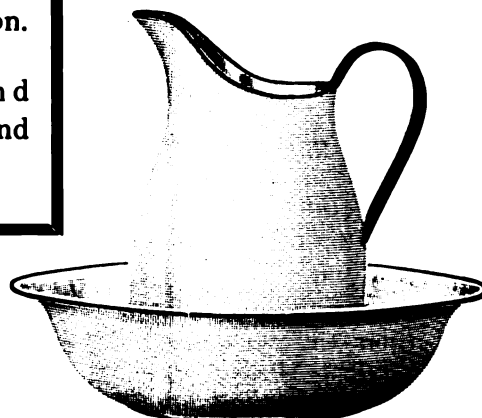
New York: 39 Murray St.  
Cleveland, Ohio.



No. 511½ SOAP.



No. 513 MUGS.



No. 512 EWER.

No. 506 BASIN.

Mention this magazine when corresponding about this ware.

Please mention HARDWARE when writing to advertisers.







# PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

| Ammunition                                                                                                       |                  |
|------------------------------------------------------------------------------------------------------------------|------------------|
| CAPS—PERCUSSION—                                                                                                 |                  |
| Eley's E. B.                                                                                                     | 50¢@55¢          |
| G. D.                                                                                                            | per M 54¢@55¢    |
| F. L.                                                                                                            | per M 40¢@45¢    |
| G. E.                                                                                                            | per M 40¢@45¢    |
| Musket                                                                                                           | per M 40¢@45¢    |
| PRIMERS—                                                                                                         |                  |
| Berdan Primers \$2.00 per M.                                                                                     | 30¢              |
| B. L. Caps (Sturtevant Shells) \$2.00 per M.                                                                     | 30¢              |
| M.                                                                                                               | 30¢              |
| All other Primers per M. \$1.50 to \$1.80.                                                                       |                  |
| CARTRIDGES—                                                                                                      |                  |
| Blank Cartridges                                                                                                 |                  |
| 22 C. F., \$5.50                                                                                                 | 10¢@15¢          |
| 22 C. F., \$7.00                                                                                                 | 10¢@15¢          |
| 22 cal., Rim., \$1.40                                                                                            | 10¢@15¢          |
| 22 cal., Rim., \$2.75                                                                                            | 10¢@15¢          |
| B. B. Caps. Con. Ball, swgd.                                                                                     | \$1.90           |
| B. B. Caps. Round Ball                                                                                           | \$1.49           |
| Cent. Fire                                                                                                       | 25¢              |
| Target and Sporting Rifle                                                                                        | 25¢              |
| Primed Shells and Bullets                                                                                        | 15¢@10¢          |
| Rim Fire Sporting                                                                                                | 50¢              |
| Rim Fire Military                                                                                                | 15¢@25¢          |
| SHELLS, EMPTY—                                                                                                   |                  |
| Brass Shell                                                                                                      |                  |
| First quality, all gauges                                                                                        | 60¢@55¢          |
| Climax, Club, Rival, 10 and 12 ggs.                                                                              | 65¢@55¢          |
| Paper Shell                                                                                                      |                  |
| Acme, Ideal, Leader, New Rapid, Magic, 10, 12 and 20 gauge                                                       | 25¢@25¢          |
| Blue Rival, New Climax, Challenge, Monarch, Defence, New Victor, Repeater, Yellow Rival, 10, 12, 15 and 20 gauge | 30¢              |
| Climax, Union, League, New Rival, 10 and 12 gauges                                                               | 25¢              |
| Climax, Union, League, New Rival, 14, 18 and 20 gauge (\$7.50 list)                                              | 30¢              |
| Expert, Metal lined, and Pigeon, 10, 12, 15 and 20 gauge                                                         | 25¢@25¢          |
| SHELLS, LOADED—                                                                                                  |                  |
| Black Powder                                                                                                     | 40¢              |
| Smokeless Powder, medium grade                                                                                   | 40¢@45¢          |
| Smokeless Powder, high grade                                                                                     | 40¢@10¢          |
| SHOT—                                                                                                            |                  |
| Drop, up to B 25 lb bag                                                                                          | \$1.50           |
| Drop, B and larger, per 25 lb bag                                                                                | 2.15             |
| Buck, 25 lb bag                                                                                                  | 2.15             |
| Chilled, 25 lb bag                                                                                               | 2.15             |
| Dust Shot, 25 lb bag                                                                                             | 2.25             |
| GUN WADS—\$1.00—                                                                                                 |                  |
| B. E., 11 up                                                                                                     | \$ .60           |
| B. E., 9 and 10                                                                                                  | 70               |
| B. E., 8                                                                                                         | 80               |
| B. E., 7                                                                                                         | 80               |
| P. E., 11 up                                                                                                     | 1.00             |
| P. E., 9 and 10                                                                                                  | 1.25             |
| P. E., 8                                                                                                         | 1.50             |
| P. E., 7                                                                                                         | 1.50             |
| Ely's B. E., 11 and larger                                                                                       | \$1.70@1.75      |
| Ely's P. E., 12 to 20                                                                                            | \$3.00@3.25      |
| Animal Pokes                                                                                                     |                  |
| Iowa Farming Tools                                                                                               | per doz.         |
| Hawkeye                                                                                                          | \$3.25           |
| Western                                                                                                          | 4.00             |
| Anti-Rattlers                                                                                                    |                  |
| Fernald, Quick Shift, per doz. pair, net                                                                         | \$2.00           |
| Burton's, per doz. pair, Nos. 3 and 5                                                                            | 75¢              |
| Per doz. pair, No. 1                                                                                             | 80¢              |
| Per doz. pair, No. 4                                                                                             | 1.00             |
| Kobler's                                                                                                         |                  |
| Daisy, No. 4                                                                                                     | Net. \$4.80      |
| Perfect, No. 2                                                                                                   | Net. 5.00        |
| Bolt Holder, No. 1                                                                                               | Net. 5.40        |
| Anvils                                                                                                           |                  |
| Eagle Anvil, 7 lb, net                                                                                           | 8¢@8¢            |
| Hay-Budden, Wrought                                                                                              | 9¢@9¢            |
| Peter Wright's                                                                                                   | 11¢@11¢          |
| Trenton                                                                                                          | 11¢@11¢          |
| Columbian, all steel, 7 lb, net                                                                                  | 9¢@9¢            |
| ANVIL AND VISE COMBINED—                                                                                         |                  |
| Millers Falls (with drill)                                                                                       | \$18.00, 15¢@10¢ |
| Augers and Auger Bits                                                                                            |                  |
| Boring Machine Snells                                                                                            | 70¢              |
| Com. Auger Bits                                                                                                  | 75¢@75¢          |
| Forstner Pat. Bits                                                                                               | 25¢              |
| Forstner Auger Bit Co.                                                                                           |                  |
| Auger Bits                                                                                                       | 40¢@40¢          |
| Car Bits                                                                                                         | 40¢@40¢          |
| Machine Bits                                                                                                     | 40¢@40¢          |
| C. E. Jennings & Co.                                                                                             |                  |
| Double Spur pattern car, No. 30                                                                                  | 40¢@75¢          |
| Nobles Double Spur, No. 32                                                                                       | 45¢              |
| No. 10, Extension Lip                                                                                            | 25¢              |
| Car Bits, No. 10                                                                                                 | 25¢              |
| Car Bits, No. 30                                                                                                 | 40¢@75¢          |
| Ring Augers                                                                                                      | 65¢@55¢          |
| Jennings' Pattern                                                                                                | 50¢@10¢          |
| Snell's Auger and Car Bits                                                                                       | 60¢@10¢          |
| Extra                                                                                                            | 60¢@10¢          |
| No. 1                                                                                                            | 60¢@10¢          |
| Russell Jennings' Augers and Bits                                                                                | 25¢@10¢          |
| HOLLOW AUGERS—                                                                                                   |                  |
| Ames                                                                                                             | 25¢@10¢          |
| Bonney's Adjustable                                                                                              | 25¢@10¢          |
| Hibbard's Adjustable                                                                                             | 25¢@10¢          |
| Ives                                                                                                             | 25¢@10¢          |
| Miller's Falls, Goodell                                                                                          | 15¢@75¢          |
| Universal, each \$4.50                                                                                           | 20¢              |

| COW—                                              |                        |
|---------------------------------------------------|------------------------|
| Common wrought                                    | 75¢@75¢                |
| Kentucky                                          | 70¢@70¢                |
| Texas Star                                        | 80¢                    |
| Western, Sargent's list                           | 70¢@70¢                |
| Bellows                                           |                        |
| Blacksmith's                                      | 65¢@10¢                |
| Hand                                              | 25¢@10¢                |
| Moulders                                          | 25¢@10¢                |
| Belting Rubber                                    |                        |
| Boston Belting Co.                                |                        |
| "Boston"                                          | 50¢                    |
| "Imperial," seamless stitched                     | 45¢                    |
| Niagara                                           | 60¢                    |
| New Jersey Car Spring & Rubber Co.                |                        |
| Extra Para                                        | 40¢@10¢                |
| Reliable                                          | 50¢@10¢                |
| Staple                                            | 60¢@10¢                |
| Bench Stope                                       |                        |
| Morrill's No. 1, \$10.00 per doz.; No. 2, \$12.50 | 10¢                    |
| Miller's Falls                                    | 15¢@10¢                |
| Binder Twine                                      |                        |
| Sisal                                             | Per Pound 9¢@9¢        |
| Standard                                          | 8¢@9¢                  |
| Standard Manila                                   | 10¢@10¢                |
| Manila                                            | 11¢@11¢                |
| Pure Manila                                       | 12¢@12¢                |
| Bit Holders                                       |                        |
| Angular                                           | 45¢                    |
| Extension                                         | 45¢                    |
| Barber's, per doz.                                | \$15.00                |
| Ives' per doz.                                    | \$20.00                |
| Blind Adjusters                                   |                        |
| Columbian                                         | 25¢                    |
| Domestic, per doz.                                | \$2.00                 |
| Excelsior, per doz.                               | \$10.00                |
| Nord's                                            | 10¢                    |
| T'peen's Patent                                   | 40¢                    |
| Zimmerman's                                       | 50¢@50¢                |
| Blind Fastenings and Tenons                       |                        |
| Security Gravity, per gr.                         | \$2.00                 |
| Zimmerman's                                       | 50¢@50¢                |
| Blocks, Tackle                                    |                        |
| Eddy's                                            | 50¢@10¢                |
| Harris' Steel                                     | 50¢@50¢                |
| Iron Strapped, Japanned Sheaves                   | 70¢@10¢                |
| Nord's Strapped, Lig Vitae Sheaves                | 10¢                    |
| Rope Strapped, Japanned Sheaves                   | 50¢@10¢                |
| L. V. Sheaves                                     | 40¢                    |
| Lance                                             |                        |
| Junior, Self Sustaining                           | 80¢                    |
| Pat. Automatic                                    | 80¢                    |
| Perfect Safety                                    | 80¢                    |
| Stowell, Novelty Block                            | 80¢                    |
| Bolts                                             |                        |
| DOOR AND SHUTTER—                                 |                        |
| Cast Iron Barrel, Square, &c.                     | 60¢@10¢                |
| Cast Iron Chain                                   | 60¢@10¢                |
| Cast Iron Shutter Bolts                           | 60¢@10¢                |
| Ives' Patent Door Bolts                           | 50¢                    |
| Wrought Barrel                                    | 80¢                    |
| Wrought Barrel Bolts, Griffin's                   | 75¢                    |
| Wrought Met'l (Ives')                             | 45¢                    |
| Wrought Square                                    | 70¢                    |
| Wrt Shutter, 8"rd list                            | 70¢@10¢                |
| Wrought Spring, Sargent's                         | 70¢@10¢                |
| CARRIAGE, MACHINE, & C.—                          |                        |
| Common carriage (cut thread), 1/2" and smaller    | 70¢@12 1-2¢            |
| Larger and longer                                 | 60¢@1 3-4¢             |
| Pat. Eagle, \$2.00 list May 24, '99               | 75¢                    |
| Bolt and list Feb. 14, '99                        | 65¢@55¢                |
| Bolt ends, with C and T nuts                      | 60¢                    |
| Machine, 1/2" and smaller                         | 70¢@12 1-2¢            |
| Machine, larger and longer                        | 60¢@1 3-4¢             |
| TIRE—                                             |                        |
| American Screw Co.                                |                        |
| Bay State, plain, list Dec. 25, '99               | 75¢                    |
| Bay State, Suted                                  | 75¢                    |
| Eagle Phila                                       | 82 1/2¢                |
| Norway, Phila                                     | 80¢                    |
| Common                                            | 75¢@10¢                |
| Norway, Phila                                     | 80¢                    |
| Portchester, Norway                               | 80¢                    |
| Phila                                             | 82 1/2¢                |
| STOVE AND PLOW—                                   |                        |
| Plow                                              | 65¢@10¢                |
| Stove                                             | 22 1-2¢                |
| MISCELLANEOUS—                                    |                        |
| Sink                                              | 22 1-2¢                |
| Bone Mills                                        |                        |
| Enterprise                                        | 25¢@30¢                |
| Stearns                                           | 40¢                    |
| Borers, Tap                                       |                        |
| Enterprise                                        | 30¢@25¢                |
| Each                                              | \$1.25, \$1.75, \$2.50 |
| No.                                               | 1, 2, 3                |
| C. E. Jennings & Co.                              |                        |
| No. 6                                             | 30¢@10¢                |
| No. 10                                            | 35¢@10¢                |
| Common ring                                       | 30¢@10¢                |
| Ives                                              | 35¢@10¢                |
| Boring Machines WITHOUT AUGERS—                   |                        |
| Upright, Angular.                                 |                        |
| Jennings'                                         | 65¢@55¢                |
| Miller's Falls                                    | \$7.50, 15¢@10¢        |
| Snell's, Rice's Pat.                              | \$2.50, \$2.75         |
| Alax                                              | 40¢                    |
| Phillips                                          | \$4.00 net             |
| Box Scrapers                                      |                        |
| Bradley's                                         | 30¢                    |
| Stanley's Adjustable                              | 45¢                    |
| Box Strapping                                     |                        |
| Cary Mfg. Co's, in case lots                      |                        |
| "Universal"                                       | 25¢@10¢                |
| Standard Metal Strap Co's                         | 30¢@10¢                |
| Edipex                                            | 30¢@10¢                |
| Braces                                            |                        |
| Barber's                                          | 50¢@10¢                |
| Barber's Ratchet                                  | 50¢@10¢                |
| Common Ball American                              | 50¢@10¢                |
| C. E. Jennings & Co.                              |                        |
| No. 108@114                                       | 50¢@10¢                |
| No. 30¢@114                                       | 50¢@10¢                |
| Lancaster Mach. & Knife Works                     | 50¢                    |
| Gen. Spofford's                                   | 50¢                    |
| Brackets                                          |                        |
| Griffin's Folding                                 | 70¢@10¢                |
| Griffin's Pressed Steel                           | 80¢@10¢                |
| Bradley's Pat., full cases                        | 80¢@10¢                |
| Bradley's, in broken cases                        | 80¢@10¢                |
| Baine's Adjustable                                | 25¢                    |
| Bright Wire Goods                                 |                        |
| Standard list:                                    |                        |
| Steel                                             | 90¢@10¢                |
| Brass                                             | 85¢@25¢                |
| Bull Rings                                        |                        |
| Humason, Beckley & Co's                           | 80¢                    |
| Real's 2 1/2 in. net, per doz.                    | \$1.50                 |
| Sargent's                                         | 80¢                    |
| Butchers' Cleavers                                |                        |
| New List, Feb. 1, 1906:                           |                        |
| Foster Bros., flat heads                          | 80¢                    |
| Foster Bros., round heads                         | 80¢@10¢                |
| Lancaster Mach. & Knife Works                     | 85¢@40¢                |
| L. & I. J. White                                  | 80¢                    |
| Plumb's                                           | 80¢                    |
| Butcher Knives                                    |                        |
| See Knives.                                       |                        |
| Butchers' Saw Blades                              |                        |
| Miller's Falls Co., Star                          | 15¢@15¢                |
| C. E. Jennings & Co.                              | 30¢@10¢                |
| Butter and Cheese Triers                          |                        |
| Ordinary Black Handle                             | 25¢                    |
| Humason & Beckley's                               | 40¢                    |
| Butt and Rabbit Gauges                            |                        |
| Stanley's                                         | 25¢@10¢                |
| Butts                                             |                        |
| BRASS—                                            |                        |
| Wrought Brass, New list                           |                        |
| CASTIRON—                                         |                        |
| Fast Joint, broad                                 | 40¢@10¢                |
| Fast Joint, narrow                                | 40¢@10¢                |
| Loose Joint                                       | 70¢@75¢                |
| Loose Joint, Japanned                             | 70¢@75¢                |
| Loose Joint, Jap. with A Corns                    | 70¢@75¢                |
| Loose Pin                                         | 70¢@75¢                |
| Mayer's Hinges                                    | 70¢@70¢                |
| Parliament Butts                                  | 70¢@70¢                |
| WROUGHT STEEL—                                    |                        |
| Discount.                                         |                        |
| Reversible and Broad                              | 75¢                    |
| Light reversible, Light Narrow                    | 75¢                    |
| Loose Joint, Narrow L't, Inside                   | 70¢@10¢                |
| Blind, etc                                        | 70¢@10¢                |
| Back Flaps, Table Chest                           | 70¢                    |
| Can Openers                                       |                        |
| American                                          | per gross, \$1.75@2.00 |
| No. 5, iron handle                                | per gross, \$2.00      |
| Sardine Sissors                                   | \$1.75@2.00            |
| Sardine Sissors, forged steel, per doz.           | \$3.00                 |
| Sprague, Nos. 1, \$2.00; 2, \$2.50; 3, \$3.00     | 80¢@80¢                |
| Cartridges                                        |                        |
| See Ammunition.                                   |                        |
| Casters                                           |                        |
| Bed                                               | 70¢@70¢                |
| French or Philadelphia Iron wheel                 | 75¢@10¢                |
| Plate                                             | 60¢@10¢                |
| Payson's Furniture                                | 70¢@10¢                |
| Payson's Truck                                    | 70¢@10¢                |
| Standard, Ball Bearing                            | 44¢                    |
| Cattle Leaders                                    |                        |
| Humason, Beckley & Co's                           | 70¢                    |
| Sargent's                                         | 70¢@10¢                |
| Welton's                                          | 70¢@10¢                |
| Chain                                             |                        |
| American Coil, Straight Link:                     |                        |
| Inc.                                              | per 100 Lbs.           |
| 2 1/2                                             | \$9.15                 |
| 3                                                 | 6.30                   |
| 3 1/2                                             | 5.25                   |
| 4                                                 | 4.55                   |
| 4 1/2                                             | 4.25                   |
| 5                                                 | 4.15                   |
| 5 1/2                                             | 4.00                   |
| 6                                                 | 3.90                   |
| 6 1/2                                             | 3.85                   |
| 7                                                 | 3.80                   |
| 7 1/2                                             | 3.75                   |
| 8                                                 | 3.70                   |
| 8 1/2                                             | 3.65                   |
| 9                                                 | 3.60                   |
| 9 1/2                                             | 3.55                   |
| 10                                                | 3.50                   |
| 10 1/2                                            | 3.45                   |
| 11                                                | 3.40                   |
| 11 1/2                                            | 3.35                   |
| 12                                                | 3.30                   |
| 12 1/2                                            | 3.25                   |
| 13                                                | 3.20                   |
| 13 1/2                                            | 3.15                   |
| 14                                                | 3.10                   |
| 14 1/2                                            | 3.05                   |
| 15                                                | 3.00                   |
| 15 1/2                                            | 2.95                   |
| 16                                                | 2.90                   |
| 16 1/2                                            | 2.85                   |
| 17                                                | 2.80                   |
| 17 1/2                                            | 2.75                   |
| 18                                                | 2.70                   |
| 18 1/2                                            | 2.65                   |
| 19                                                | 2.60                   |
| 19 1/2                                            | 2.55                   |
| 20                                                | 2.50                   |
| 20 1/2                                            | 2.45                   |
| 21                                                | 2.40                   |
| 21 1/2                                            | 2.35                   |
| 22                                                | 2.30                   |
| 22 1/2                                            | 2.25                   |
| 23                                                | 2.20                   |
| 23 1/2                                            | 2.15                   |
| 24                                                | 2.10                   |
| 24 1/2                                            | 2.05                   |
| 25                                                | 2.00                   |
| 25 1/2                                            | 1.95                   |
| 26                                                | 1.90                   |
| 26 1/2                                            | 1.85                   |
| 27                                                | 1.80                   |
| 27 1/2                                            | 1.75                   |
| 28                                                | 1.70                   |
| 28 1/2                                            | 1.65                   |
| 29                                                | 1.60                   |
| 29 1/2                                            | 1.55                   |
| 30                                                | 1.50                   |
| 30 1/2                                            | 1.45                   |
| 31                                                | 1.40                   |
| 31 1/2                                            | 1.35                   |
| 32                                                | 1.30                   |
| 32 1/2                                            | 1.25                   |
| 33                                                | 1.20                   |
| 33 1/2                                            | 1.15                   |
| 34                                                | 1.10                   |
| 34 1/2                                            | 1.05                   |
| 35                                                | 1.00                   |
| 35 1/2                                            | 95¢                    |
| 36                                                | 90¢                    |
| 36 1/2                                            | 85¢                    |
| 37                                                | 80¢                    |
| 37 1/2                                            | 75¢                    |
| 38                                                | 70¢                    |
| 38 1/2                                            | 65¢                    |
| 39                                                | 60¢                    |
| 39 1/2                                            | 55¢                    |
| 40                                                | 50¢                    |
| 40 1/2                                            | 45¢                    |
| 41                                                | 40¢                    |
| 41 1/2                                            | 35¢                    |
| 42                                                | 30¢                    |
| 42 1/2                                            | 25¢                    |
| 43                                                | 20¢                    |
| 43 1/2                                            | 15¢                    |
| 44                                                | 10¢                    |
| 44 1/2                                            | 5¢                     |
| 45                                                | 0¢                     |



|                                               |                              |                                             |                      |                                             |                                           |                                             |                   |
|-----------------------------------------------|------------------------------|---------------------------------------------|----------------------|---------------------------------------------|-------------------------------------------|---------------------------------------------|-------------------|
| <b>COW TIES—</b>                              |                              | <b>Cutlery</b>                              |                      | <b>Fish Scales</b>                          |                                           | <b>Hangers, Barn Door</b>                   |                   |
| American.....                                 | 45¢@50¢                      | Foster's Pocket.....                        | 50¢                  | Covert's Saddlery Works:                    | 60¢@70¢                                   | Old Pattern.....                            | 60¢@10¢           |
| Niagara.....                                  | 45¢@50¢@10¢@15¢              | Carrier's Pocket.....                       | 50¢                  | Great American.....                         | 60¢@70¢                                   | New England.....                            | 60¢@70¢           |
| Covert Mfg. Co.:                              |                              |                                             |                      |                                             |                                           | Chicago Spring Butt Co.:                    | 60¢@70¢           |
| Cotton.....                                   | 45¢                          |                                             |                      |                                             |                                           | Fracton.....                                | 60¢@70¢           |
| Hemp.....                                     | 45¢                          | <b>Diggers</b>                              |                      | <b>Freezers, Ice Cream</b>                  |                                           | Oscillating.....                            | 60¢@70¢           |
| Jute.....                                     | 45¢                          | See Post Hole, etc.                         |                      | "Alaska":                                   |                                           | Big Twin.....                               | 60¢@70¢           |
| Sisal.....                                    | 35¢@45¢                      |                                             |                      | Qts. 1 2 3 4 5 6                            |                                           | Lane's                                      |                   |
|                                               |                              | <b>Dividers</b>                             |                      | Net.....                                    | \$1.15 \$1.25 \$1.35 \$1.45 \$1.55 \$1.65 | Covered.....                                | 60¢@70¢           |
| <b>Chain Guards</b>                           |                              | See Compasses, Dividers, etc.               |                      | "Arctic":                                   |                                           | Hinge Pattern, net.....                     | 60¢@70¢           |
| Aluminum S. & N. Co.....                      | 50¢                          |                                             |                      | Qts. 1 2 3 4 5 6                            |                                           | Standard.....                               | 60¢@70¢           |
| <b>Carpet Stretchers</b>                      |                              | <b>Dog Collars</b>                          |                      | Net.....                                    | \$1.10 1.20 1.30 1.40 1.50 1.60           | Special, No. 25.....                        | 60¢@70¢           |
| Bullard's.....                                | 35¢@45¢                      | Walter B. Stevens & Son:                    |                      | "North Star":                               |                                           | " " 30.....                                 | 60¢@70¢           |
| Montrose's "Excelsior" and Tack Ham-          |                              | Brass.....                                  | 40¢                  | Net.....                                    | \$1.25 1.35 1.45 1.55 1.65 1.75           | " " 40.....                                 | 60¢@70¢           |
| mer Combined, # doz.....                      | 20¢                          | Embossed Gilt.....                          | 80¢@10¢              | "White Mountain":                           |                                           | Track for same, # 100 ft. net.....          | 60¢@70¢           |
| Cast Iron, Steel points, # doz.....           | 80¢                          | Leather.....                                | 40¢                  | Qts. 1 2 3 4 5 6                            |                                           | Cronk's                                     |                   |
| Sockets, # doz.....                           | \$1.75                       | Union Hd'wre Co., new list.....             | 50¢@60¢@10¢          | Net.....                                    | \$1.25 1.35 1.45 1.55 1.65 1.75           | No. 11, 12, 2 and 3.....                    | 60¢@70¢           |
| <b>Carpet Sweepers</b>                        |                              | <b>Door Checks</b>                          |                      |                                             |                                           | No. 50, net.....                            | 60¢@70¢           |
| Sterling Carpet Sweepers.....                 | 25.00                        | Bardale's.....                              | 40¢@45¢              | <b>Fruit, Wine &amp; Jelly Presses</b>      |                                           | No. 44, net.....                            | 60¢@70¢           |
| Model A, Nickel trimmings.....                | 25.00                        | Columbia.....                               | 50¢@10¢              | Enterprise.....                             | 20¢@25¢                                   | McKinney's, "None Better", No. 2            | 60¢@70¢           |
| " B, Japd.....                                | 21.00                        | Eclipse.....                                | 50¢@10¢              |                                             |                                           | 515; No. 1 Special, #15, # doz. pr.....     | 60¢@70¢           |
| " C, Nickel.....                              | 25.00                        | Home.....                                   | 50¢@10¢              | <b>Fry Pans</b>                             |                                           | Myer's Stay-on.....                         | 60¢@70¢           |
| " D, Japd.....                                | 19.50                        | Pullman's Screen, # doz. net.....           | \$4.50               | Standard list.....                          | 75¢@10¢@30¢                               | Wilcox's New Century.....                   | 60¢@70¢           |
| <b>Carpet and Rug Beaters</b>                 |                              | <b>Door Holders</b>                         |                      | No.....                                     | \$2.75 \$4.35 \$4.75 \$5.35               |                                             |                   |
| No. 12, Wire, Tinned.....                     | \$0.35 \$ 9.50               | Empire.....                                 | 50¢                  | No.....                                     | \$5.75 \$4.35 \$4.75 \$5.35               | <b>Hangers, Garment</b>                     |                   |
| " 11, Wire, Coppered.....                     | 1.10 15.00                   | Superior.....                               | 55¢                  | No.....                                     | \$5.00 \$7.00 \$8.00 \$9.00               | Pullman's.....                              | # gro. net \$9.00 |
| " 12, Wire, Tinned.....                       | 1.20 15.50                   | <b>Door Springs</b>                         |                      | # doz.....                                  | \$6.00 \$7.00 \$8.00 \$9.00               | <b>Hangers, Parlor Door, Etc</b>            |                   |
| " 10 Wire, Galvanized.....                    | 1.40 18.00                   | Columbian Steel.....                        | 30¢                  | Kitchen Specialty Co.:                      | Net \$9.00                                | Lane's                                      |                   |
| <b>Cherry Stoners</b>                         |                              | Gem (Coll), list Oct. '96.....              | 50¢                  | Size AA.....                                | \$3.10                                    | Standard.....                               | net \$5.30        |
| Enterprise.....                               | 25¢@30¢                      | Pullman, Perfect.....                       | 25¢                  | " A.....                                    | 8.70                                      | Ball Bearing.....                           | 4.15              |
| Goodell's Family, net # doz.....              | \$5.00                       | Pullman Coll.....                           | 25¢                  | " B.....                                    | 9.20                                      | No. 105.....                                | 2.35              |
| Rollman's, net # doz.....                     | 6.00                         | Star (Coll), list Oct. '96.....             | 30¢                  | " C.....                                    | 9.50                                      | New Model.....                              | 2.35              |
| <b>Chisels</b>                                |                              | Torrey's Rod, 30 in., # doz. net.....       | \$1.10@1.25          | <b>Gauges</b>                               |                                           | New Champion.....                           | 2.35              |
| <b>SOCKET FRAMING &amp; FIRMER—</b>           |                              | Victor, Coll.....                           | 50¢@10¢              | Bemis & Call's Steel.....                   | 50¢                                       | <b>Hardware Shelving</b>                    |                   |
| Standard Makes.....                           | 75¢                          | Chicago Coll Springs.....                   | 40¢@10¢              | Diamond's Mortise, etc.....                 | 50¢@10¢                                   | OAK CABINETS—                               |                   |
| L. & I. J. White.....                         | 80¢@10¢                      | Reliance Coll Springs.....                  | 40¢@10¢              | Stanley's.....                              | 50¢                                       | J. D. Warren Mfg. Co.:                      |                   |
| C. E. Jennings & Co., No. 70.....             | 25¢@10¢                      | <b>Drain Cleaners</b>                       |                      | Starrett's Surface, Center and Scratch..... | 35¢@10¢                                   | No. B 488, 40 drawers, no partitions,       |                   |
| Jennings & Griffin Mfg. Co.....               | 50¢                          | Iwan's Adjustable.....                      | 55¢                  | Wire, Morse.....                            | 25¢                                       | run. ft., \$3.00 net each.....              | \$30.00           |
| <b>TANGED &amp; MISCELLANEOUS—</b>            |                              | Iwan's Stationary.....                      | 40¢@25¢              | Wire, P. S. & W., low list.....             | 20¢                                       | No. 1655, 35 drawers, no partitions,        |                   |
| W. & S. Butcher's.....                        | \$4.75@55.00 to 2            | <b>Drawer Pulls</b>                         |                      | <b>Gimblets</b>                             |                                           | run. ft., \$4.50 net each.....              | 35.47             |
| C. E. Jennings & Co.....                      | 25¢@10¢                      | Drawer Pulls, Griffin Mfg. Co., list.....   | 75¢@10¢              | "Diamond" Gimblets, # gro.....              | \$4.00@4.25                               | No. 1656, 34 drawers, no partitions,        |                   |
| Jennings & Griffin Mfg. Co.:                  |                              | Sargent's list.....                         | 80                   | Double Cut.....                             | \$4.00@4.25                               | run. ft., \$5.50 net each.....              | 54.35             |
| Tanged Chisels.....                           | 25¢                          | <b>Drawing Knives</b>                       |                      | Metal Head.....                             | 50¢@10¢                                   | OAK BASES—                                  |                   |
| Tanged Gouges.....                            | 25¢                          | Standard Makes.....                         | 70¢@10¢@75¢          | Wood Head.....                              | 50¢                                       | No. 1700, open base with center shelf,      |                   |
| Tanged Firmers.....                           | 35¢@10¢                      | Adjustable Handle.....                      | 25¢@35¢@10¢          | <b>Gimlet Bits</b>                          |                                           | run. ft., \$1.25 net each.....              | 15.40             |
| Tanged Gouges.....                            | 25¢@10¢                      | Jennings & Griffin.....                     | 60¢                  | See Angers and Bits.....                    |                                           | No. 1702, open base with center shelf,      |                   |
| L. & I. J. White.....                         | 25¢@10¢                      | Watrous.....                                | 15¢@10¢              | <b>Globe and Racking Cocks</b>              |                                           | run. ft., \$2.25 net each.....              | 15.75             |
| <b>COLD CHISELS—</b>                          |                              | L. & I. J. White.....                       | 20¢@25¢              | See Faucets.....                            |                                           | No. 1705, with two adjustable center        |                   |
| Good quality, # lb.....                       | 12¢@15¢                      | <b>Drills and Drill Stocks</b>              |                      | <b>Glue</b>                                 |                                           | shelves, run. ft., \$2.75 net each.....     | 22.32             |
| Snell's best C. S.....                        | 40¢@25¢                      | Automatic Boring Tools, Goodell's.....      | 40¢@40¢@10¢          | Le Pages Liquid.....                        | 25¢@25¢@10¢                               | NAIL BIN BASES—                             |                   |
| Cronk's.....                                  | 50¢                          | Blacksmith's.....                           | 40¢@40¢@10¢          | Martins.....                                | 40¢                                       | No. 1722, 12 spaces, 150 lbs. each,         |                   |
| <b>Cleaners, Sidewalk</b>                     |                              | Breast, Miller's Falls, each \$5.00.....    | 15¢@10¢              | <b>Glue Pots</b>                            |                                           | run. ft., \$3.75 net each.....              | 22.57             |
| Challenge Shank.....                          | \$ Dos. 25.25                | Hand, Goodell's.....                        | 30¢@10¢              | See Hollow Ware.....                        |                                           | No. 1770, 8 nail spaces and 4 open          |                   |
| Star Shank.....                               | 3.25                         | Whitney's Hand Drill, No. 1, \$10.00,       | 30¢@10¢              | <b>Graphite, Lubricating</b>                |                                           | shelf spaces above, run. ft., \$5.10;       |                   |
| Star Socket.....                              | 4.00                         | Adjustable, No. 10, \$15.00.....            | 30¢@10¢              | Dixon's Pure Flake:                         |                                           | net each.....                               | 25.34             |
| <b>Clippers</b>                               |                              | <b>TWIST DRILLS—</b>                        |                      | 622—1 lb. cans.....                         | 30c. ea                                   | No. 1772, 8 nail spaces and 6 assort-       |                   |
| <b>HORSE—</b>                                 |                              | See Angers and Bits.....                    |                      | 622—5 lb. screw top tin cans.....           | 35c. ea                                   | ed oak drawers above nail bins,             |                   |
| Chicago Flexible Shaft Co's:                  |                              | <b>Drive Punches</b>                        |                      | 622—25 lb. boxes.....                       | 14¢ lb                                    | run. ft., \$5.25 net each.....              | 30.55             |
| Lightning Belt Clipping Mach.....             | \$15.00                      | Bemis & Call's:                             |                      | 645—50 lb. boxes.....                       | 14¢ lb                                    | <b>Hasps and Staples</b>                    |                   |
| New '96, Chicago.....                         | 9.75                         | Hand forged, round.....                     | 50¢                  | 645—100 lb. kegs.....                       | 14¢ lb                                    | Cronk's.....                                | 50¢               |
| 1908 Chicago.....                             | 10.75                        | Hand forged, oval.....                      | 50¢                  | 647—250 lb. barrels.....                    | 12c. lb                                   | McKinney's "Perfect", #1.10 # doz.....      | 50¢               |
| Twentieth Century.....                        | 5.00                         | <b>Egg Beaters</b>                          |                      | <b>Grindstone Fixtures</b>                  |                                           | Wrought.....                                | \$7.15@87.15@10¢  |
| <b>Coach Oil</b>                              |                              | Holt-Lyon Co.:                              |                      | Cronk's.....                                | 50¢                                       | Wrought, Stanley.....                       | 80¢               |
| Snow Flake.....                               |                              | No. 5 Japanned, Daaher.....                 | \$0.25 \$9.50        | P. S. & W.....                              | 80¢@10¢                                   | Wrought, Griffin.....                       | 80¢               |
| One-pint cans, # doz.....                     | \$ 3.00                      | No. A, Japanned, 6 doz.....                 | 1.15 15.00           | <b>Gunpowder</b>                            |                                           | <b>Hatchets</b>                             |                   |
| One-quart cans, # doz.....                    | 4.50                         | No. 1, Tinned.....                          | 15.00                | See Ammunition.....                         |                                           | See Axes.....                               |                   |
| One-gallon cans, # doz.....                   | 15.00                        | No. B, Japanned, hotel size.....            | 25.00                | <b>Gun Wads</b>                             |                                           | <b>Hay Tools</b>                            |                   |
| Five-gallon cans, # doz.....                  | 65.00                        | No. 6, Japanned, Daaher.....                | 1.55 19.20           | See Ammunition.....                         |                                           | F. E. Myers & Bro.:                         |                   |
| <b>Cocks, Brass</b>                           |                              | No. 2, Tinned, hotel size.....              | 2.00 24.00           | <b>Gun Wads</b>                             |                                           | Myers Unloader, double steel track.....     | \$7.00            |
| <b>Hardware List:</b>                         |                              | <b>Emery Wheel Dressers.</b>                |                      | <b>Gun Wads</b>                             |                                           | Myers Unloader, wood track.....             | 7.00              |
| Compression, Plain bibbs, Globe, Kero-        |                              | Sterling.....                               | 35¢                  | <b>Gun Wads</b>                             |                                           | Comb. Car, Double steel T.....              | 7.00              |
| sene, Racking, &c., Cocks.....                | 55¢@10¢@40¢@10¢              | <b>Escutcheons</b>                          |                      | <b>Gun Wads</b>                             |                                           | Comb. Car, wood track.....                  | 7.00              |
| <b>Coffee Mills</b>                           |                              | Wood.....                                   | 25¢                  | <b>Gun Wads</b>                             |                                           | Rev. Car, Double steel track.....           | 7.00              |
| Box and Side.....                             | 50¢@10¢@30¢                  | <b>Farmers' Knives</b>                      |                      | <b>Gun Wads</b>                             |                                           | Rev. Car, wood track.....                   | 7.00              |
| Enterprise Mfg. Co.....                       | 30¢@25¢                      | "Challenge".....                            | \$2.00               | <b>Gun Wads</b>                             |                                           | Myers Unloader, cable.....                  | 7.00              |
| Lane Bros. Co.....                            | 30¢                          | Popes.....                                  | 2.00                 | <b>Gun Wads</b>                             |                                           | Myers Unloader, single rail.....            | 7.00              |
| <b>Compasses, Dividers, &amp;c</b>            |                              | Wilkinson's, net.....                       | 2.00                 | <b>Gun Wads</b>                             |                                           | Sure Grip Sling Car, steel or wood          |                   |
| Atoll Calipers and Dividers.....              | 40¢                          | Wostenholm's.....                           | 2.25                 | <b>Gun Wads</b>                             |                                           | track.....                                  | 12.00             |
| Bemis & Call.....                             | 50¢                          | <b>Faucets</b>                              |                      | <b>Gun Wads</b>                             |                                           | Dbi. Ball steel track, complete, # ft.      | 30                |
| Compasses.....                                | 50¢                          | Iron Petroleum.....                         | 70¢@70¢@10¢          | <b>Gun Wads</b>                             |                                           | Single Ball steel track, complete, # ft.    | 30                |
| Dividers.....                                 | 50¢                          | <b>SELF MEASURING—</b>                      |                      | <b>Gun Wads</b>                             |                                           | D. H. Fork steel, regular, each.....        | 1.50              |
| Compasses, Calipers, Dividers.....            | 70¢@70¢@10¢                  | Enterprise # doz.....                       | 40¢@10¢              | <b>Gun Wads</b>                             |                                           | Bellis Fork, each.....                      | 2.00              |
| <b>Coopers' Tools</b>                         |                              | Lane's.....                                 | \$40.10@25¢          | <b>Gun Wads</b>                             |                                           | Double Grapple Fork, each.....              | 7.00              |
| L. & I. J. White.....                         | 20¢@20¢@25¢                  | <b>Files</b>                                |                      | <b>Gun Wads</b>                             |                                           | Sprouts, Shear Fork, each.....              | 1.50              |
| Sandusky Tool Co.....                         | 20¢@20¢@10¢                  | <b>DOMESTIC—</b>                            |                      | <b>Gun Wads</b>                             |                                           | Walker Fork, each.....                      | 2.50              |
| <b>Corkscrews</b>                             |                              | New list, Nov. 1, 1896:                     |                      | <b>Gun Wads</b>                             |                                           | Common 6 in. wood sheave pulley             |                   |
| Detroit Cork Screw Co.....                    | 35¢@45¢                      | American.....                               | 75¢@10¢@75¢@10¢@10¢  | <b>Gun Wads</b>                             |                                           | Fig. 422, # doz.....                        | 3.30              |
| Humason & Beckley Mfg. Co.....                | 50¢@10¢                      | Archie.....                                 | 75¢@10¢@75¢@10¢@10¢  | <b>Gun Wads</b>                             |                                           | Facilities steel frame K. P. pulley,        |                   |
| Samson, # doz.....                            | \$10.00                      | J. Barton Smith.....                        | 75¢@10¢@75¢@10¢@10¢  | <b>Gun Wads</b>                             |                                           | Fig. 425, # doz.....                        | 4.00              |
| <b>Corn Hooks</b>                             |                              | Diston's.....                               | 75¢                  | <b>Gun Wads</b>                             |                                           | Facilities Steel Frame, 6 in. plain         |                   |
| Kretzinger Cut-Easy.....                      | # Dos. net \$9.00            | Diston's Superfine.....                     | 50¢                  | <b>Gun Wads</b>                             |                                           | pulley, Fig. 425, # doz.....                | 3.50              |
| <b>Corn Knives and Cutters</b>                |                              | Eagle.....                                  | 75¢@10¢@75¢@10¢@10¢  | <b>Gun Wads</b>                             |                                           | Malleable Frame K. P. pulleys, Fig.         |                   |
| Bradley's.....                                | net                          | Great Western.....                          | 75¢@10¢@75¢@10¢@10¢  | <b>Gun Wads</b>                             |                                           | 676, # doz.....                             | 4.50              |
| Wadsworth's.....                              | 60¢                          | Kearney & Foot.....                         | 75¢@10¢@75¢@10¢@10¢  | <b>Gun Wads</b>                             |                                           | Reed Wood Frame pulley with hook,           |                   |
| <b>Countersinks</b>                           |                              | McClellan.....                              | 75¢@10¢@75¢@10¢@10¢  | <b>Gun Wads</b>                             |                                           | Fig. 424, # doz.....                        | 4.00              |
| Mayhew's Diamond.....                         | 40¢@45¢                      | Nicholson.....                              | 70¢@10¢@75¢@25¢      | <b>Gun Wads</b>                             |                                           | Steel Frame pulley with iron sheave,        |                   |
| Smith's.....                                  | 25¢                          | Nicholson's X. F. Files.....                | 40¢@40¢@10¢          | <b>Gun Wads</b>                             |                                           | Fig. 553, # doz.....                        | 3.50              |
| Snell's.....                                  | 40¢                          | Royal.....                                  | 80¢@80¢@10¢          | <b>Gun Wads</b>                             |                                           | Floor pulley, wood sheave, Fig. 426,        |                   |
| Wheeler's Patent.....                         | 50¢                          | <b>IMPORTED—</b>                            |                      | <b>Gun Wads</b>                             |                                           | # doz.....                                  | 4.50              |
| <b>Cow Ties</b>                               |                              | Stub's.....                                 | Stub's list, 80¢@35¢ | <b>Gun Wads</b>                             |                                           | Hanging Hooks for double steel              |                   |
| See Chains.....                               |                              | <b>Filters</b>                              |                      | <b>Gun Wads</b>                             |                                           | Hanging Hooks for single steel              |                   |
| <b>Crayons</b>                                |                              | Acorn.....                                  | 50¢                  | <b>Gun Wads</b>                             |                                           | track, # doz.....                           | 1.40              |
| Sargent's List.....                           | 20¢                          | Fulper's Natural Stone.....                 | \$5.00@12.50         | <b>Gun Wads</b>                             |                                           | Hanging Hooks for wood track,               |                   |
| Dixon's.....                                  | 7 in., \$3.75; 9 in., \$4.25 | Subject to trade discount.                  |                      | <b>Gun Wads</b>                             |                                           | 10 in., # doz.....                          | 1.00              |
| Eclipse.....                                  | 5.00                         | <b>Fish Hooks</b>                           |                      | <b>Gun Wads</b>                             |                                           | 15 in., # doz.....                          | 1.20              |
| Emerald.....                                  | 5.00                         | Am. Fish Hook Co. list.....                 | 60¢@60¢@10¢          | <b>Gun Wads</b>                             |                                           | Floor Hooks, # in., # doz.....              | 1.40              |
| Oriole.....                                   | 5.00                         | Kirby & Limerick, low list (50c. base)..... | 10¢                  | <b>Gun Wads</b>                             |                                           | Malleable Rafter brackets, # doz.....       | 70                |
| Rainbow.....                                  | 5.12                         | <b>Fishing Tackle</b>                       |                      | <b>Gun Wads</b>                             |                                           | Wrought Rafter brackets, # doz.....         | 70                |
| Sailor Black, # doz; ed and blue.....         | 7.50                         | Bishop's.....                               | # Dos                | <b>Gun Wads</b>                             |                                           | Rope Hitch, # doz.....                      | 3.50              |
| Tailor Black, # doz; ed and blue.....         | 7.50                         | Level Winding Jeweled Reel.....             | \$7.00               | <b>Gun Wads</b>                             |                                           | <b>Hay and Straw Knives</b>                 |                   |
| Zelnicker's Lumber.....                       | # gro.                       | Level Winding Steel Pivot Reel.....         | 65.00                | <b>Gun Wads</b>                             |                                           | Auburn Hay, com. and spear point.....       | 40¢@10¢           |
| White and Purple, Indelible.....              | \$7.50                       | Auto Even Spooler.....                      | 30.00                | <b>Gun Wads</b>                             |                                           | Iwan's Hay, sickle edge, # doz., net.....   | \$9.50            |
| Blue, Red, Green, Yellow and Terra            |                              | Gun Cleaner.....                            | 4.00                 | <b>Gun Wads</b>                             |                                           | Iwan's Hay, imp. serrated, # doz., net..... | 10.00             |
| Cotta, #50; Black.....                        | \$4.00                       | Lightening Fish Scale.....                  | 2.00                 | <b>Gun Wads</b>                             |                                           | Kohler's Hay, sickle edge, # doz., net..... | 9.50              |
| Giant Lumber, # in. x 16-18 in. round,        |                              | Fish Hook Shield.....                       | 2.00                 | <b>Gun Wads</b>                             |                                           | Auburn Straw.....                           | 40¢@10¢           |
| all colors, # doz.....                        | \$15.75                      | <b>IMPORTED—</b>                            |                      | <b>Gun Wads</b>                             |                                           | Weymouth, pak., # doz., net.....            | 10.00             |
| Genuine Soapstone, Metal Workers,             |                              | Stub's.....                                 | Stub's list, 80¢@35¢ | <b>Gun Wads</b>                             |                                           | Wadsworth's.....                            | 40¢@10¢           |
| 5 in. x 1/4 in. Round, # doz; 5 in. x 1/4 in. |                              | <b>Filters</b>                              |                      | <b>Gun Wads</b>                             |                                           | <b>Hedge Trimmers</b>                       |                   |
| Square, #1.75; 5 x 1/4 x 3-16, # doz; 5 x     |                              | Acorn.....                                  | 50¢                  | <b>Gun Wads</b>                             |                                           | Wadsworth's.....                            | 10¢               |
| 1 1/4 x 3-16.....                             | \$2.50                       | Fulper's Natural Stone.....                 | \$5.00@12.50         | <b>Gun Wads</b>                             |                                           | No. 2.....                                  | 10¢               |
| <b>Curry Combs</b>                            |                              | Subject to trade discount.                  |                      | <b>Gun Wads</b>                             |                                           | <b>Hinges</b>                               |                   |
| Kohler's.....                                 | 40¢                          | <b>Fish Hooks</b>                           |                      | <b>Gun Wads</b>                             |                                           | <b>WROUGHT IRON HINGES—</b>                 |                   |
| The Metal Stamping Co.....                    | 40¢                          | Am. Fish Hook Co. list.....                 | 60¢@60¢@10¢          | <b>Gun Wads</b>                             |                                           | Screw Hook { 6 to 12 in., # lb.....         | 35¢               |
| Southington Cutlery Co's.....                 | 25¢@10¢                      | Kirby & Limerick, low list (50c. base)..... | 10¢                  | <b>Gun Wads</b>                             |                                           | and Strap { 14 to 30 in., # lb.....         | 55¢               |



## SPRING HINGES—

|                                          |       |
|------------------------------------------|-------|
| Bommer Brothers:                         |       |
| Bommer Spring Hinges.....                | 40%   |
| Bommer B. B. Floor Hinges.....           | 40%   |
| Bardley's Patent Checking.....           | 15%   |
| Chicago Spring Butts Co.:                |       |
| Chicago Spring Butts.....                | 25%   |
| Triple End Spring Butts.....             | 50%   |
| Chicago Ball Bearing Floor Hinge.....    | 50%   |
| Garden City Fire Engine House Hinge..... | 25%   |
| Chicago Saloon Door Hinge.....           | 25%   |
| Columbian:                               |       |
| Steel Hinges.....                        | 60%   |
| Floor Hinges.....                        | 60%   |
| American.....                            | 30%   |
| Gem.....                                 | 30%   |
| Oxford.....                              | 30%   |
| Acme, Steel.....                         | 30%   |
| Brass.....                               | 25%   |
| Niles Mfg. Co.....                       | 30&45 |
| Superior.....                            | 30%   |
| Floor Hinges.....                        | 35%   |

## GATE HINGES—

|                                        |            |
|----------------------------------------|------------|
| Clark's, Nos. 1, 2, 3.....             | 50&100&105 |
| N. E., 7 doz., \$7.50.....             | 60%        |
| N. E., Reversible, 7 doz., \$5.50..... | 60%        |
| N. Y. State, 7 doz., \$4.50.....       | 60%        |
| Western, 7 doz., \$4.50.....           | 60%        |

## BLIND HINGES—

|                                                                              |                  |
|------------------------------------------------------------------------------|------------------|
| Parker.....                                                                  | 70&100&70&10&105 |
| Sargent's, Nos. 1, 2, 3, 11, 12.....                                         | 75%              |
| W. H. Co's, No. 2 Mortise Gravity.....                                       | 60%              |
| Stanley's Steel Gravity Blind Hinges<br>with Screws, \$1.20 7 doz. sets..... | 50&105           |

## Hitching Cords

|                     |       |
|---------------------|-------|
| Covert Mfg. Co..... | 45%   |
| Hitchers Stall..... | 30&25 |

## Hollow Ware

## ENAMELED—

|                              |        |
|------------------------------|--------|
| Agate Nickel Steel Ware..... | 60%    |
| "Never Break" Steel.....     | 60%    |
| Spiders, Griddles, &c.....   | 65&105 |
| Maslin Kettles, &c.....      | 60%    |
| Porcelainized.....           | 50%    |

## STOVE HOLLOW WARE—

|                                  |           |
|----------------------------------|-----------|
| Blacklock:                       |           |
| Ground.....                      | 50&50&105 |
| Plain or Unground.....           | 60&60&55  |
| Country Ware 7 100 lbs. net..... | \$9.00    |
| Enamelled Ware.....              | 45&10&50% |

## WHITE ENAMELED WARE—

|                                   |           |
|-----------------------------------|-----------|
| Maslin Kettles.....               | 65&65&105 |
| Tinned Boilers and Saucepans..... | 55&105    |
| Enamelled.....                    | 45&105    |

## GLUE POTS—

|                |        |
|----------------|--------|
| Tinned.....    | 30&105 |
| Enamelled..... | 55&105 |

## Hooks

## BUSH—

|                           |        |
|---------------------------|--------|
| Jennings & Griffin's..... | 35&45% |
| Wadsworth's.....          | 55&105 |

## CAST IRON—

|                                   |            |
|-----------------------------------|------------|
| Ceiling, Sargent's list.....      | 50&100&50% |
| Chandeliers.....                  | 60&60&105  |
| Clothes Line, Sargent's list..... | 50&10&105  |
| Coat and Hat, Sargent's list..... | 50&10&50%  |
| Coat and Hat, Stowell's.....      | 70%        |
| Harness, Sargent's list.....      | 50&60&105  |
| Lamp.....                         | 60&60&105  |
| Picture.....                      | 50&105     |
| Screw Hat.....                    | 60&105     |
| Wardrobe.....                     | 60&105     |

## WROUGHT IRON AND STEEL—

|                                 |                    |
|---------------------------------|--------------------|
| Cotton, 7 doz.....              | \$1.25             |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

## MEAT—

|                 |     |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

## WIRE—

|                                    |           |
|------------------------------------|-----------|
| Atlas, new list, single cases..... | 30%       |
| Atlas, Metal Clasp.....            | 75&75&105 |
| Wire Coat and Hat, Acme.....       | 60&105    |
| Wire Coat and Hat, Gem.....        | 70&105    |
| Wire Ceiling, Gem.....             | 70&105    |

## MISCELLANEOUS—

|                                    |           |
|------------------------------------|-----------|
| Belt.....                          | 80%       |
| Covert Mfg. Co.:                   |           |
| Safety Gate and Scuttle Hooks..... | 35&45%    |
| Gram, Wadsworth's.....             | 60%       |
| Cronk's, Grass, 7 doz.....         | \$2.75    |
| Hooks and Eyes, Brass.....         | 60&105    |
| Hooks and Eyes, Mail Iron.....     | 70&105    |
| Cotton, box and hay.....           | 60&10&105 |

## Horse Clippers

|                   |  |
|-------------------|--|
| See Clippers..... |  |
|-------------------|--|

## Horse Nails

|                                               |                     |
|-----------------------------------------------|---------------------|
| Nos. 6 7 8 9 10                               |                     |
| A. C. 25c 25c 25c 25c 25c                     | 40&55               |
| American, all sizes, net.....                 | 5%                  |
| Nos. 6 7 8 9 10                               |                     |
| Anchor and 1 1/2c. net for all sizes 5 to 10. |                     |
| New Haven.....                                |                     |
| Nos. 6 7 8 9 10                               |                     |
| Annabell.....                                 | 25c 25c 25c 25c 25c |
| C. B. K. 25c 25c 25c 25c 25c                  | 40%                 |
| Capewell.....                                 | 15c 15c 17c 15c 15c |
| Champlain.....                                | 25c 25c 25c 25c 25c |
| Clinton Fin.....                              | 15c 17c 15c 15c 15c |
| Essex.....                                    | 25c 25c 25c 25c 25c |
| Lyrra, all sizes, net.....                    | 5%                  |
| Livingston.....                               | 105&105             |
| Mand 8.....                                   | 25c 25c 25c 25c 25c |
| Neponset, Nos. 5 to 10, 7 lb.....             | 15c                 |
| Northwestern.....                             | 25c 25c 25c 25c 25c |
| Putnam.....                                   | 25c 25c 25c 25c 25c |
| New Putnam.....                               | 15c 15c 17c 15c 15c |
| Valcan.....                                   | 25c 25c 25c 25c 25c |
| Western.....                                  | 40&105              |

## Shoes, Horse, Mule, &amp;c.

|                         |        |
|-------------------------|--------|
| F. O. B. Pittsburgh:    |        |
| Iron, per keg.....      | \$4.10 |
| Steel.....              | 2.25   |
| Burden's all sizes..... | 2.20   |

## Horse Ties

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton.....      | 45% |
| Hemp.....        | 45% |
| Steel.....       | 35% |
| Wire.....        | 45% |

## Shoes, Horse, Mule, &amp;c.

|                         |        |
|-------------------------|--------|
| F. O. B. Pittsburgh:    |        |
| Iron, per keg.....      | \$4.10 |
| Steel.....              | 2.25   |
| Burden's all sizes..... | 2.20   |

## Horse Ties

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton.....      | 45% |
| Hemp.....        | 45% |
| Steel.....       | 35% |
| Wire.....        | 45% |

## Hose, Rubber

|                                |        |
|--------------------------------|--------|
| Boston Belting Co.:            |        |
| "Boston".....                  | 60%    |
| Niagara.....                   | 60%    |
| N. J. Car Spring & Rubber Co.: |        |
| Extra Para.....                | 40&105 |
| Reliable.....                  | 50&105 |
| Staple.....                    | 60&105 |
| Standard.....                  | 70&105 |

## Hose Bands

|                   |        |
|-------------------|--------|
| Star Hydrant..... | 80&205 |
| Steam.....        | 70%    |

## Ice Awns, Chippers &amp;c

|                                 |            |
|---------------------------------|------------|
| Copeland Ice Pick, 7 gross..... | \$9.00 net |
| Crown.....                      | net        |
| Gem Ice Shave.....              | net        |
| Sargent's Ice Awn.....          | 50%        |
| Snell's.....                    | 50%        |
| Star.....                       | net        |

## Ice Cream Freezers

|                              |  |
|------------------------------|--|
| See Freezers, Ice Cream..... |  |
|------------------------------|--|

## Ice Shredders

|                             |                              |
|-----------------------------|------------------------------|
| Enterprise.....             | No. 23, 7 doz. \$3.00 25&30% |
| No. 24, 7 doz. 15.00 25&30% |                              |

## Jack Chain

|                |  |
|----------------|--|
| See Chain..... |  |
|----------------|--|

## Jacks

|                      |  |
|----------------------|--|
| See Wagon Jacks..... |  |
|----------------------|--|

## Jack Screws

|                 |  |
|-----------------|--|
| See Screws..... |  |
|-----------------|--|

## Kettles

|                        |        |
|------------------------|--------|
| Spun brass, plain..... | 20&25% |
|------------------------|--------|

## Knives

|                                    |        |
|------------------------------------|--------|
| Kimball's:                         |        |
| Bread Knives, 7 doz. \$1.50.....   | 30%    |
| Butcher Knives.....                | 25%    |
| Shoe Knives.....                   | 25%    |
| Cronk's Chopping, net 7 doz.....   | \$1.50 |
| Foster Bros., Butcher, &c.....     | 30%    |
| Table and Pocket, see Cutlery..... | net    |
| Wilson's Butcher Knives.....       | net    |

## Knives, Hay and Straw

|                |        |
|----------------|--------|
| Wadsworth..... | 40&105 |
|----------------|--------|

## Knife Sharpeners

|                                      |        |
|--------------------------------------|--------|
| Pike's:                              |        |
| Nat. Grit Carving Knife Hones.....   | \$2.00 |
| 7 doz.....                           | 40%    |
| Solid Stone Carving Knife Hones..... | \$2.50 |
| 7 doz.....                           | 40%    |
| Quick Edge Pocket Knife Hones.....   | \$2.00 |
| Mounted Kitchen Sandstone.....       | \$1.50 |

## Knobs

|                                             |               |
|---------------------------------------------|---------------|
| Bardley's wood, door, shutter and base..... | 10&15%        |
| Base, rubber tip, 3/4 in bead, 7 gro.....   | \$1.15&\$1.25 |
| Door Mineral.....                           | 65&70c        |
| Door Por. Jap'd.....                        | 70&75         |
| Door Por. Nickel.....                       | \$2.10&\$2.20 |

## Lanterns

|                                     |        |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40&105 |
|-------------------------------------|--------|

## Latches

|                             |               |
|-----------------------------|---------------|
| Cronk's barn door, net..... | 7 doz. \$2.00 |
| Lane's Barn Door.....       | 40&105        |

## Lawn Mowers

|                                |             |
|--------------------------------|-------------|
| Champion.....                  | 75&105      |
| Clippier Improved.....         | 50&10&10&55 |
| Enterprise.....                | 40&105      |
| Genuine Philadelphia Mowers:   |             |
| Style M, S, C, K, T.....       | 70&105      |
| Style A (all steel).....       | 60&105      |
| Style E, low wheel.....        | 60&105      |
| Style E, high wheel.....       | 70&10&55    |
| Drexel, low list.....          | 50%         |
| Gold Coins, low list.....      | 50%         |
| New Departure, high wheel..... | 70&105      |
| New Departure, low wheel.....  | 75%         |
| Pennsylvania.....              | 60&105      |

## Lawn Sprinklers

|                                  |                             |
|----------------------------------|-----------------------------|
| Enterprise.....                  | 35&30%                      |
| Philadelphia Lawn Mower Co.:     |                             |
| Philadelphia Lawn Sprinkler..... | 1                           |
| No. 1.....                       | 2                           |
| Per Dozen.....                   | \$12.00 \$15.00 \$34.00 30% |
| Kohler's.....                    |                             |
| Daisy, net, 7 doz.....           | \$7.50                      |
| Mytic.....                       | 6.00                        |
| Rainmaker.....                   | 4.80                        |
| Dew Drop.....                    | 1.20                        |

## Leads

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton.....      | 45% |
| Hemp.....        | 45% |
| Steel.....       | 45% |
| Wire.....        | 45% |

## Lemon Squeezers

|                                       |                                   |
|---------------------------------------|-----------------------------------|
| Berger Bros., 7 doz.....              | 3 in., \$1.00; 10 in., \$1.40 20% |
| Hotchkiss, Straight Flush, 7 doz..... | \$3.60                            |
| Little Giant.....                     | 50&50&55                          |
| Porc. lined, Iron, 7 doz.....         | \$1.75                            |
| Porc. lined, Wood, 7 doz.....         | \$1.25                            |
| Wood, common, 7 doz.....              | No. 0, \$5.25                     |
| 75 doz.....                           | \$5.50; No. 1, \$5.50&\$5.50      |

## Levels

|                             |        |
|-----------------------------|--------|
| C. E. Jennings & Co's.:     |        |
| Hexagon.....                | 25&105 |
| Iron Bench, new design..... | 25&105 |

## Lifters

|                          |  |
|--------------------------|--|
| See Transom Lifters..... |  |
|--------------------------|--|

## Lines

|                                                                                   |                      |
|-----------------------------------------------------------------------------------|----------------------|
| Cotton and Linen Fish.....                                                        | 40%                  |
| Cotton Chalk, 50 feet.....                                                        | 40&105               |
| Cotton Trot.....                                                                  | 20%                  |
| Samson Cot., Nos. 4, \$2.50; 4 1/2, \$2.75.....                                   | 20%                  |
| Silver Lake braided, 7 gro., Nos. 0, \$5.00; 1, \$5.50; 2, \$7.00; 3, \$7.50..... | 30%                  |
| Wire Clothes:                                                                     |                      |
| 100 feet.....                                                                     | 12 19 20             |
| 75 feet.....                                                                      | \$9.55 \$9.00 \$1.75 |
| 75 feet.....                                                                      | 1.50 1.25 1.10       |

## Locks

## DOOR LOCKS, LATCHES, &amp;C—

|                          |     |
|--------------------------|-----|
| Lockwood Mfg. Co.....    | 40% |
| E. & E. Mfg. Co.....     | 10% |
| Reading Hardware Co..... | 40% |
| Sargent & Co.....        | 40% |

## CABINET—

|                    |     |
|--------------------|-----|
| Eagle Lock Co..... | 35% |
| Corbin.....        | 35% |
| Yale.....          | 35% |

## PADLOCKS—

|                                               |           |
|-----------------------------------------------|-----------|
| Acme bicycle and satchel, 7 doz., \$9.00..... | 40%       |
| Acme Sword Co.....                            | 40&45%    |
| Brown's brass.....                            | 25%       |
| Brown's chain.....                            | 25%       |
| Champion.....                                 | 40%       |
| Eagle.....                                    | 40%       |
| Smith & Egge bicycle.....                     | 50%       |
| Wrought Iron.....                             | 75&30&80% |
| Yale Lock Co.....                             | 60%       |

## TRUNK—

|               |     |
|---------------|-----|
| Corbin's..... | 40% |
| Eagle.....    | 40% |

## Machine Bolts

|                |  |
|----------------|--|
| See Bolts..... |  |
|----------------|--|

## Mail Boxes

|                      |  |
|----------------------|--|
| See Boxes, Mail..... |  |
|----------------------|--|

## Mallets

|                                        |          |
|----------------------------------------|----------|
| Hickory.....                           | 45&5&50% |
| Lignumvitae.....                       | 45&5&50% |
| Bliss.....                             | 35%      |
| Carpenters, Tanners, Box, Carvers..... | 35%      |

## Maslin Kettles

|                      |  |
|----------------------|--|
| See Hollow Ware..... |  |
|----------------------|--|

## Mattocks

|                                |            |
|--------------------------------|------------|
| Cronk's Garden, net 7 doz..... | \$4.00     |
| Regular Goods.....             | 70&105&75% |

## Meat and Food Cutters

|                                |                               |
|--------------------------------|-------------------------------|
| American.....                  | 30%                           |
| Nos. 1 2 3 4 5 6               |                               |
| Each.....                      | \$5 \$7 \$10 \$25 \$50 \$80   |
| Dixon's, 7 doz.....            | 30&100&40&105                 |
| Nos. 1 2 3 4 5 6               |                               |
| Each.....                      | \$14 \$17 \$19 \$30           |
| Enterprise.....                | 25&25&17%                     |
| Nos. 5 10 12 20 22 22          |                               |
| Each.....                      | \$2 \$3 \$3.75 \$6 \$4.50 \$6 |
| Little Giant.....              | 40&50%                        |
| Nos. 1 2 3 4 5 6               |                               |
| Each.....                      | \$85 \$10 \$12 \$20 \$22      |
| Woodruff's, 7 doz.....         | \$4 \$4 \$7 \$8               |
| Nos. 100 150                   |                               |
| Each.....                      | \$15 \$18                     |
| Beef Shavers (Enterprise)..... | 25&30%                        |

## Meat Juice Extractors

|                 |        |
|-----------------|--------|
| Enterprise..... | 25&30% |
|-----------------|--------|

## Metals, Anti-Friction

|                                   |      |
|-----------------------------------|------|
| Magnolia Metal Co.:               |      |
| Defender.....                     | 7 lb |
| Komic.....                        | 12c  |
| Magnolia, Anti-Friction.....      | 25c  |
| Mytic.....                        | 16c  |
| f. o. b. New York or Chicago..... |      |

## Melting Ladles

|                                      |           |
|--------------------------------------|-----------|
| Monroe's Patent, 7 doz., \$4.00..... | 40%       |
| Sargent's.....                       | 50&60&105 |

## Mitre Boxes

|                             |        |
|-----------------------------|--------|
| C. E. Jennings & Co.....    | 30&105 |
| Seavey's, 7 doz., \$30..... | 40%    |
| Stanley Rule and Level Co.: |        |
| Nos. 540 to 400.....        | 30%    |
| Nos. 540 and 60.....        | 35%    |

## Mop Wringers

|                     |                |
|---------------------|----------------|
| No. 1 Reliance..... | 7 doz. \$12.00 |
| No. 2 Reliance..... | 16.00          |

## Motors

|                                  |        |
|----------------------------------|--------|
| COFFEE MILL—                     |        |
| Specialty Novelty Co., each..... | \$5.00 |

## Nails

|                                              |            |
|----------------------------------------------|------------|
| WIRE AND CUT NAILS—                          |            |
| See Review of the Markets for Quotations.    |            |
| Wire nails and brads, Papered Assn list..... | See 65&105 |
| July, 1899.....                              | See 65&105 |

## PICTURE—

|                                       |        |
|---------------------------------------|--------|
| Niles' Patent.....                    | 40%    |
| Porcelain head, combination list..... | 60&105 |
| Porcelain head, Sargent's list.....   | 60%    |

## Nail Nippers

|                                     |         |
|-------------------------------------|---------|
| "Gem," 1/2 gross lots, 7 gross..... | \$31.00 |
| less quantity, 7 dozen.....         | 2.00    |

## Nail Pullers

|                                                       |            |
|-------------------------------------------------------|------------|
| Ajax, 5 lbs., 7 dozen, net.....                       | \$7.50     |
| Black Hawk, 7 dozen.....                              | 9.00       |
| Cyclops.....                                          | 40&105&50% |
| Cronk's, 7 dozen, net.....                            | \$13.00    |
| Eureka, No. 74, 7 doz., net.....                      | \$5.50     |
| Eureka, No. 75, 7 doz., net.....                      | \$5.00     |
| Giant, No. 1, 7 doz. \$18.00; No. 1 1/2, \$16.50..... |            |
| No. 2, \$15.00.....                                   | 80&5%      |
| Leatherstocking, 7 doz. \$18.00.....                  | 30%        |
| Corrillo No. 1, 7 doz. \$15.00.....                   | 50%        |
| National, 7 doz., \$24.00.....                        | 15%        |
| Pelican, 7 doz., \$ 9.00.....                         | 40&40&15%  |
| Kolls Hardware Co., No. 1, \$18.00.....               | 50&10%     |







## BENCH, HAND, ETC.—

|                                                     |      |      |
|-----------------------------------------------------|------|------|
| Bench, iron, 1 in. dos.                             | 1.50 | 2.75 |
| Bench, wood, 1 in. dos.                             | 1.50 | 2.75 |
| Hand, wood, 1 in. dos.                              | 1.50 | 2.75 |
| Jack Screws, Miller's Falls, roller bearing         | 50   | 1.00 |
| Jack Screws, Miller's Falls, without roller bearing | 50   | 1.00 |
| Jack Screws, P. S. & W.                             | 50   | 1.00 |
| Jack Screws, Sargent's                              | 70   | 1.00 |

## Scroll Saws

|                           |    |      |
|---------------------------|----|------|
| Crickets                  | 10 | 1.00 |
| C. E. Jennings & Co.      | 25 | 1.00 |
| Lester, complete, \$10.00 | 15 | 1.00 |
| Rogers, complete, \$4.00  | 15 | 1.00 |

## Scythes

|                                              |    |      |
|----------------------------------------------|----|------|
| Cronk's                                      | 2  | 3.00 |
| Wadsworth's                                  | 2  | 3.00 |
| Natural Finish, grass; Polished Blade, grass | 40 | 1.00 |
| Clippers, Grain; Wood and Bush               | 40 | 1.00 |

## Scythe Rifles

|                         |    |      |
|-------------------------|----|------|
| 1-Coat, 2 gro., \$10.00 | 40 | 1.00 |
| 4-Coat, 2 gro., \$12.00 | 40 | 1.00 |

## Scythe Stones

|                             |       |     |
|-----------------------------|-------|-----|
| Pike's Selling Assortments: |       |     |
| Assortment "A"              | 4.75  | net |
| Assortment "B"              | 5.75  | net |
| No. 1, Indian Pond          | 7.00  |     |
| No. 2                       | 4.50  |     |
| White Mountain              | 9.00  |     |
| Black Diamond               | 12.00 |     |
| Lamolle                     | 11.00 |     |
| Green Mountains             | 6.00  |     |
| Leader Red End              | 4.50  |     |
| Willoughby Lake             | 9.00  |     |
| Extra Quinceburg            | 7.00  |     |
| Pike's Corrugated           | 10.00 |     |
| "Quick Cut Emery"           | 10.00 |     |

## Seeders

|                    |    |      |
|--------------------|----|------|
| Raisin, Enterprise | 25 | 3.00 |
|--------------------|----|------|

## Shears

|                                       |      |      |
|---------------------------------------|------|------|
| Acme (cast)                           | 40   | 4.00 |
| Etna, Steel Japanned                  | 80   | 2.00 |
| Etna, Steel Nicked                    | 70   | 2.00 |
| Barnard Lamp Trimmers                 | 40   | 1.00 |
| Carrier Cutter 7 Co.                  |      |      |
| N. P. Straight Trimmers               | 68   | 1.00 |
| N. P. Bent Trimmers                   | 66   | 1.00 |
| Japanned Straight                     | 70   | 1.00 |
| Japanned Bent                         | 70   | 1.00 |
| Heinrich's                            |      |      |
| Straight Trimmers, etc.               | 60   | 1.00 |
| Tailors' Shears                       | 1.00 |      |
| Timbers' Snips                        | 40   | 1.00 |
| Pruning, See Pruning Hooks and Shears |      |      |
| Seymour's Standard List:              |      |      |
| Japanned                              | 70   | 1.00 |
| Nickel                                | 60   | 1.00 |
| Standard Cutlery Co.                  |      |      |
| Japanned                              | 70   | 1.00 |
| Nickel                                | 60   | 1.00 |
| Star Brand:                           |      |      |
| Nickel Scissors                       | 60   | 1.00 |
| Nickel Shears                         | 60   | 1.00 |
| Japan Shears                          | 70   | 1.00 |
| Tailors' Shears                       | 50   | 1.00 |
| Timbers' Snips                        | 40   | 1.00 |

## Shears, Hedge

|                      |    |      |
|----------------------|----|------|
| Wm. Wilkinson & Sons | 50 | 1.00 |
|----------------------|----|------|

## Sheep Shears

|             |    |      |
|-------------|----|------|
| Wilkinson's | 30 | 1.00 |
|-------------|----|------|

## Sheaves

## SLIDING DOOR—

|                         |    |      |
|-------------------------|----|------|
| Corbin's list           | 50 | 1.00 |
| Hatfield's Pattern      | 70 | 1.00 |
| Stowell's Anti-Friction | 50 | 1.00 |
| Patent Roller           | 60 | 1.00 |

## SLIDING SHUTTER—

|                |    |      |
|----------------|----|------|
| Sargent's list | 70 | 1.00 |
|----------------|----|------|

## Shells

|                |  |  |
|----------------|--|--|
| See Ammunition |  |  |
|----------------|--|--|

## Ship Tools

|               |    |      |
|---------------|----|------|
| L. & J. White | 25 | 1.00 |
|---------------|----|------|

## Shot

|                |  |  |
|----------------|--|--|
| See Ammunition |  |  |
|----------------|--|--|

## Shovels and Spades

|                                 |     |       |
|---------------------------------|-----|-------|
| Association List, Nov. 15, 1902 | 40  | 1.00  |
| F. E. Kohler Co.                | net | price |
| Avery Stamping Co.              | 40  | 1.00  |

## Snow Shovels

|                 |      |         |
|-----------------|------|---------|
| Long Handles    | 2.75 | to 3.00 |
| Black D Handles | 3.25 | to 3.50 |

## Shutter Bars

|       |    |      |
|-------|----|------|
| Ives' | 45 | 1.00 |
|-------|----|------|

## Shutter Bolts

|                    |  |  |
|--------------------|--|--|
| See Bolts, Shutter |  |  |
|--------------------|--|--|

## Shave Sharpeners

|        |      |         |
|--------|------|---------|
| Eureka | 2    | 1.75    |
| 2 dos. | 1.75 | to 2.00 |

## Slaters' Tools

|        |    |      |
|--------|----|------|
| Plumbe | 50 | 1.00 |
|--------|----|------|

## Slaw and Kraut Cutters

|                                               |      |         |
|-----------------------------------------------|------|---------|
| Diston's                                      |      |         |
| Slaw, vegetable, corn grater, turnip shredder | 35   | 1.00    |
| Kraut cutters, 2x7, 2x8, 2x9                  | 35   | 1.00    |
| Kraut cutters, 2x12, 4x12                     | 35   | 1.00    |
| Tucker & Dorsey                               |      |         |
| 1 knife, 2 gro.                               | 1.15 | to 2.00 |
| 2 knives, 2 gro.                              | 2.50 | to 3.00 |
| Kraut cutters                                 | 40   | 1.00    |
| Woodrough & McParlin                          | 40   | 1.00    |

## Sledges and Heavy Hammers

|             |  |  |
|-------------|--|--|
| See Hammers |  |  |
|-------------|--|--|

## Slicers

|                       |    |      |
|-----------------------|----|------|
| Vegetable, Enterprise | 25 | 1.00 |
|-----------------------|----|------|

## Smiths' Bellows

|             |  |  |
|-------------|--|--|
| See Bellows |  |  |
|-------------|--|--|

## Snaps, Harness, &amp;c

|                  |    |      |
|------------------|----|------|
| German, new list | 40 | 1.00 |
| Sargent's        | 60 | 1.00 |
| Patent Guarded   | 60 | 1.00 |
| Covered Spring   | 50 | 1.00 |

## Covert Mfg. Co.

|                                  |    |      |
|----------------------------------|----|------|
| Covert Breast strap, bkls maps   | 40 | 1.00 |
| Yankee Breast strap, bkls maps   | 30 | 1.00 |
| Breast strap protector           | 45 | 1.00 |
| Double for bits or trace carrier | 45 | 1.00 |
| Trojan snaps                     | 45 | 1.00 |
| High grade snaps                 | 45 | 1.00 |
| Jockey snaps                     | 35 | 1.00 |
| Derby snaps                      | 30 | 1.00 |
| Rope snaps                       | 40 | 1.00 |
| Yankee snaps                     | 30 | 1.00 |

## Scythe Snaths

|                    |    |      |
|--------------------|----|------|
| National Snath Co. | 45 | 1.00 |
| Grain cradles      | 40 | 1.00 |

## Spike Shaves

|                                |    |      |
|--------------------------------|----|------|
| Bailey's (Stanley R. & L. Co.) | 50 | 1.00 |
| Razor Edge                     | 55 | 1.00 |
| Iron, 2 dos.                   | 50 | 1.00 |
| Miller's Falls                 | 15 | 1.00 |
| Seymour Smith & Sons, Iron     | 30 | 1.00 |
| Wm. Johnson's                  |    |      |
| Wood, best                     | 30 | 1.00 |
| Wood, second quality           | 25 | 1.00 |

## Spoons and Forks

## SILVER PLATED FLAT WARE—

|                          |    |      |
|--------------------------|----|------|
| International Silver Co. |    |      |
| "Anchor"                 | 40 | 1.00 |
| "Eagle"                  | 50 | 1.00 |
| "Star"                   | 50 | 1.00 |
| Rogers, Smith & Co.      | 50 | 1.00 |
| Rogers & Hamilton        | 40 | 1.00 |
| Holmes & Edwards         | 50 | 1.00 |
| German silver, unplated  | 60 | 1.00 |

## KNIVES AND FORKS, No. 12

|                     |      |      |
|---------------------|------|------|
| "12"                | 2    | 3.50 |
| "Anchor"            | 3.25 |      |
| "Eagle"             | 3.25 |      |
| "Star"              | 3.25 |      |
| Rogers, Smith & Co. | 3.25 |      |
| Rogers & Hamilton   | 3.25 |      |
| Holmes & Edwards    | 3.25 |      |

## Springs

|                  |  |  |
|------------------|--|--|
| See Door Springs |  |  |
|------------------|--|--|

## Spring Balances

|              |  |  |
|--------------|--|--|
| See Balances |  |  |
|--------------|--|--|

## Spring Hinges

|            |  |  |
|------------|--|--|
| See Hinges |  |  |
|------------|--|--|

## Squares

|                                          |    |      |
|------------------------------------------|----|------|
| Diston's Try square & T bevels, new list | 67 | 1.00 |
| Try square and T bevel                   | 60 | 1.00 |
| Winterbottom's Try and Mitre             | 35 | 1.00 |
| Iron Handle                              | 40 | 1.00 |
| Nickel-plated, new list, Jan. 5, '00     | 70 | 1.00 |
| Steel and Iron                           | 70 | 1.00 |

## Staples

|                                        |    |      |
|----------------------------------------|----|------|
| Barbed blind, 1/2, 3/4, & 1 in., 1 lb. | 60 | 1.00 |
| Poultry Netting                        | 8  | 1.00 |

## FENCE—

|                                            |  |  |
|--------------------------------------------|--|--|
| Same price as Barb Wire, see trade report. |  |  |
|--------------------------------------------|--|--|

## Stay Rollers

|                             |      |      |
|-----------------------------|------|------|
| Cronk's, No. 50, net 2 dos. | 1.00 |      |
| " 55 " " "                  | 80   | 1.00 |
| " 60 " " "                  | 84   | 1.00 |
| " 65 " " "                  | 84   | 1.00 |
| Lane's, Nos. 1, 2 and 3     | 80   | 1.00 |

## Steels

|                     |    |      |
|---------------------|----|------|
| Chadillon's "Dicks" | 80 | 1.00 |
| Foster Bros.        | 80 | 1.00 |

## Stocks and Dies

## BICYCLE—

|                                 |    |      |
|---------------------------------|----|------|
| Holroyd & Co.                   | 40 | 1.00 |
| BLACKSMITH'S—                   |    |      |
| Butterfield's                   | 35 | 1.00 |
| Gardner                         | 34 | 1.00 |
| Holroyd & Co.                   | 40 | 1.00 |
| Holroyd's R'd Adj. screw plates | 50 | 1.00 |
| Beece's new screw plates        | 25 | 1.00 |
| Lightning screw plate           | 25 | 1.00 |

## PIPE MAKERS—

|               |    |      |
|---------------|----|------|
| Holroyd & Co. | 80 | 1.00 |
|---------------|----|------|

## Stones

|               |  |  |
|---------------|--|--|
| See Oilstones |  |  |
|---------------|--|--|

## Stops

|                 |  |  |
|-----------------|--|--|
| See Bench Stops |  |  |
|-----------------|--|--|

## Store Door Handles

|             |  |  |
|-------------|--|--|
| See Handles |  |  |
|-------------|--|--|

## Store Ladders

|                  |    |      |
|------------------|----|------|
| Lane's           | 10 | 1.00 |
| Myers' Noiseless | 50 | 1.00 |

## Stove Bolts

|           |  |  |
|-----------|--|--|
| See Bolts |  |  |
|-----------|--|--|

## Stove Polish

|                   |  |  |
|-------------------|--|--|
| See Polish, Stove |  |  |
|-------------------|--|--|

## Sweepers

|                     |  |  |
|---------------------|--|--|
| See Carpet Sweepers |  |  |
|---------------------|--|--|

## Tackle Blocks

|            |  |  |
|------------|--|--|
| See Blocks |  |  |
|------------|--|--|

## Tacks, Finishing Nails, &amp;c

|                                |    |      |
|--------------------------------|----|------|
| New List, May 1, 1906.         |    |      |
| American Carpet Tacks          | 80 | 1.00 |
| American Cut Tacks             | 80 | 1.00 |
| Swedes Cut Tacks               | 80 | 1.00 |
| Swedes Upholsterers'           | 80 | 1.00 |
| Gimp Tacks                     | 80 | 1.00 |
| Lace Tacks                     | 80 | 1.00 |
| Trimmers' Tacks                | 80 | 1.00 |
| Looking Glass Tacks            | 80 | 1.00 |
| Bill Posters' & Railroad Tacks | 80 | 1.00 |
| Hungarian Nails                | 80 | 1.00 |
| Finishing Nails                | 70 | 1.00 |
| Trunk and Clout Nails          | 80 | 1.00 |

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10% is given on light weights.

## MISCELLANEOUS—

|                         |    |      |
|-------------------------|----|------|
| Double Point, in dozens | 80 | 1.00 |
|-------------------------|----|------|

## Tack Pullers

|                              |      |      |
|------------------------------|------|------|
| Columbia, No. 1, 2 dos., net | 36   | 1.00 |
| Little Jack, 2 dos., net     | 1.00 |      |

## Tapes, Measuring

|                             |    |      |
|-----------------------------|----|------|
| Eddy's                      |    |      |
| American Asses' skin        | 40 | 1.00 |
| Leather Case                | 25 | 1.00 |
| Star steel                  | 40 | 1.00 |
| Steel                       | 30 | 1.00 |
| Chestermans                 | 25 | 1.00 |
| Keuffel & Esser Co.         |    |      |
| "Favorite" Ass skin         | 40 | 1.00 |
| "Favorite" Duck & Leather   | 25 | 1.00 |
| Metallic steel, lower list  | 35 | 1.00 |
| Pocket                      | 35 | 1.00 |
| Lufkin's steel and metallic | 30 | 1.00 |

## Tap Borers

|                 |  |  |
|-----------------|--|--|
| See Borers, Tap |  |  |
|-----------------|--|--|

## Tap

|                        |    |      |
|------------------------|----|------|
| American Screw Co.     |    |      |
| Machine screw          | 70 | 1.00 |
| Holroyd & Co.          |    |      |
| Blacksmiths            | 60 | 1.00 |
| Machine screw          | 75 | 1.00 |
| Machinists' Hand:      |    |      |
| 1-16 to 1 1/2 in. inc. | 65 | 1.00 |
| 1 1/2 to 2 in.         | 50 | 1.00 |
| 2 1/2 to 3 in. inc.    | 55 | 1.00 |
| 3 1/2 to 4 in. inc.    | 55 | 1.00 |
| Pipe, 1/2 to 1 1/2 in. | 80 | 1.00 |
| Pipe, 2 to 3 in.       | 80 | 1.00 |
| Pipe, 3 1/2 and 4 in.  | 60 | 1.00 |

## Tap Wrench

|                         |    |      |
|-------------------------|----|------|
| Bollis Hdw. Co., \$4.00 | 50 | 1.00 |
|-------------------------|----|------|

## Thumb Latches

|             |  |  |
|-------------|--|--|
| See Handles |  |  |
|-------------|--|--|

## Ties, Wall and Veneer

|                                 |    |      |
|---------------------------------|----|------|
| The Metal Stamping Co., Niagara | 20 | 1.00 |
|---------------------------------|----|------|

## Tinware

|                                          |  |  |
|------------------------------------------|--|--|
| Stamped, Japanned and Plated, net prices |  |  |
|------------------------------------------|--|--|

## Tire Bolts

|           |  |  |
|-----------|--|--|
| See Bolts |  |  |
|-----------|--|--|

## Timber Scribes

|                |    |      |
|----------------|----|------|
| Bemis & Call's | 80 | 1.00 |
|----------------|----|------|

## Tobacco Cutters

|                        |    |      |
|------------------------|----|------|
| National Specialty Co. | 40 | 1.00 |
| Enterprise Mfg. Co.    | 25 | 1.00 |

## Toilet Clippers

|              |  |  |
|--------------|--|--|
| See Clippers |  |  |
|--------------|--|--|

## Trace Holders

|                         |     |      |
|-------------------------|-----|------|
| Fernald's, 2 dos. pairs | net | 1.25 |
|-------------------------|-----|------|

## Trammel Points

|                                |    |      |
|--------------------------------|----|------|
| C. E. Jennings & Co., "Eureka" | 25 | 1.00 |
| Diston's                       | 60 | 1.00 |
| Sargent's                      | 40 | 1.00 |
| Stanley's                      | 45 | 1.00 |

## Transom Lifters

|                                        |    |      |
|----------------------------------------|----|------|
| Payson's solid grip, Nos. 648 and 644, |    |      |
| 100, net                               | 32 | 1.00 |
| Payson's                               |    |      |
| Balance, Iron list                     | 70 | 1.00 |

## Traps

|         |      |      |
|---------|------|------|
| FLY—    |      |      |
| Balloon | 2    | 1.25 |
| Globe   | 1.25 |      |
| Harper  | 1.40 |      |

## GAME—

|                 |    |      |
|-----------------|----|------|
| Enterprise Mole | 15 | 1.00 |
| Hawley & Norton | 65 | 1.00 |
| Newhouse        | 45 | 1.00 |
| Victor          | 70 | 1.00 |



# HARDWARE BUYERS' DIRECTORY

## CLASSIFIED LIST OF ADVERTISERS

### Abrasives

Pike Mfg. Co., Pike, N. H.  
Tanite Co., Stroudsburg, Pa.

### Adding Machines

Automatic Adding Machine Co., New York.

### Adzes

National Cutlery Co., Detroit, Mich.  
Peck Edge Tool Co., Cohoes, N. Y.

### Agricultural Implements

American Fork & Hoe Co., Cleveland, O.

### "Always Sharp" Calks

Always Sharp Calk Mfg. Co., Jersey City, N. J.

### Animal Pokes

American Fork & Hoe Co., Cleveland, O.

### Anti-Friction Metal

Magnolia Metal Co., New York

### Anvils

Alfred Field & Co., New York

### Arbor Presses

Chandler & Farquhar, Boston

### "Atlantic" Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

### Augers and Auger Bits

C. E. Jennings & Co., New York

### Automatic Door Catches

E. L. Watrous Mfg. Co., Des Moines, Ia.

### Automatic Shears and Scissors

Davies Automatic Shear Co., New York.

### Automobiles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

### Axes

National Cutlery Co., Detroit, Mich.  
Peck Edge Tool Co., Cohoes, N. Y.  
L. & I. J. White Co., Buffalo, N. Y.

### Axle Grease

Fraser Lubricator Co., New York.  
Snowflake Axle Grease Co., Fitchburg, Mass.

### Axle Oil

The Miller Co., New York  
Snowflake Axle Grease Co., Fitchburg, Mass.

### Babbitt Metal

Magnolia Metal Co., New York

### Bank Locks

The Yale & Towne Mfg. Co., New York.

### Barb Wire

Fuller Bros. & Co., New York

### Barn Paints

Geo. W. Pitkin Co., Chicago, Ill.

### Bath Room Accessories

Forryth Mfg. Co., Buffalo, N. Y.

### Bearing Metal

Magnolia Metal Co., New York

### Beef Shavers

Enterprise Mfg. Co. of Pa., Phila.

### Beet Forks

American Fork & Hoe Co., Cleveland, O.

### Beet Hoes

American Fork & Hoe Co., Cleveland, O.

### Bellows, Smiths'

C. E. Jennings & Co., New York, N. Y.

### Belt Dressing

Jos. Dixon Crucible Co., Jersey City, N. J.

### Belt Shifters

Chandler & Farquhar, Boston

### Belting

Ames Sword Co., Chicopee, Mass.  
Voorhees Rubber Mfg. Co., Jersey City, N. J.

### Bench Shears

Chandler & Farquhar, Boston

### Bicycles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

### Bicycle Stands

F. E. Myers & Bro., Ashland, Ohio

### Bicycle Sundries

Cushman & Denison, New York  
Harrington & Richardson Arms Co., Worcester, Mass.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

### Bits

Alfred Field & Co., New York  
C. E. Jennings & Co., New York

### Blind Hinges

Parker Wire Goods Co., Worcester, Mass.

### Blocks, Tackle

Lane Bros., Poughkeepsie, New York

### Bolt and Screw Cases

American Bolt and Screw Case Co., Dayton, Ohio.

### Bolts, Bolt Ends, Etc

Columbus Bolt Works, Columbus, O.

### Boring Machines

Ajax Mfg. Co., Pittsburgh, Pa.  
C. E. Jennings & Co., New York

### Box Corner Fasteners

Cary Mfg. Co., New York

### Box Hasps and Hinges

Cary Mfg. Co., New York

### Box Hooks

Patterson, Gottfried & Hunter, Ltd., New York.

### Box Straps

Cary Mfg. Co., New York

### Braces, Carpenters

C. E. Jennings & Co., New York

### Brackets, Lace Curtain

Kenvin & Cummings Co., Philadelphia, Pa.

### Brackets, Lamp

Kenvin & Cummings Co., Philadelphia, Pa.

### Brackets, Shelf

Piqua Bracket Co., Piqua, Ohio

### Brackets, Window Shade

Kenvin & Cummings Co., Philadelphia, Pa.

### Brands, Burning

Schwerdtle Stamp Co., Bridgeport, Conn

### Brass Goods

Walworth Mfg. Co., Boston, Mass.

### Bread Mixers "Atlantic"

Atlantic Stamping Co., Rochester, N. Y.

### Bridge Rods

Columbus Bolt Works, Columbus, O.

### Broad Axes

National Cutlery Co., Detroit, Mich.

### Builders' Hardware

Champion Safety Lock Co., Geneva, O.  
Hobart B. Ives Co., New Haven, Conn.  
Taylor & Boggis Foundry Co., Cleveland, O.  
The Yale & Towne Mfg. Co., New York

### Butcher Knives, Tools and Steels

John Chatillon & Sons, New York  
National Cutlery Co., Detroit, Mich.  
L. & I. J. White Co., Buffalo, N. Y.  
Wilkinson Shear & Cutlery Co., Reading, Pa.

### Butchers' Scales

John Chatillon & Sons, New York

### Butts, Door

Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

### Butts, Spring

Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago

### Cabinet Hardware

The Yale & Towne Mfg. Co., New York.

### Cabinets, Medicine

Udell Works, Indianapolis, Ind

### Calipers

Alfred Field & Co., New York  
C. E. Jennings & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
L. S. Starrett Co., Athol, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

### Calks

Always Sharp Calk Mfg. Co., Jersey City, N. J.

### Can Openers

Ellis Mfg. Co., Milldale, Conn.  
A. F. Meisselbach & Bro., Newark, N. J.

### Car Movers

Walter A. Zelnicker Supply Co., St. Louis, Mo.

### Carpenters' Levels

Baker-McMillen Co., Akron, Ohio.

### Carpenters' Pencils

Jos. Dixon Crucible Co., Jersey City, N. J.

### Carpet Stretcher and Tack

Hammer Combined  
Richard W. Montross, Gallen, Mich.

### Carriage Bolts

Columbus Bolt Works, Columbus, O.

### Carriage Top Dressing

Frank Miller Co., New York

### Carriage Trimmers' Clips

U. S. Clothes Pin Co., Montpelier, Vt.

### Carriers, Hay

F. E. Myers & Bro., Ashland, O.

### Casters

Faultless Caster Co., Nebraska City, Neb

### Chains

Covert Mfg. Co., Troy, N. Y.  
Alfred Field & Co., New York  
Fuller Bros., New York  
Onelda Community, Onelda, N. Y.

### Chain Blocks

The Yale & Towne Mfg. Co., New York.

### Chains, Cow

Covert Mfg. Co., Troy, N. Y.  
Onelda Community, Onelda, N. Y.

### Chains, Halter

Onelda Community, Ltd., Onelda, N. Y.

### Chains, Sash

Onelda Community, Onelda, N. Y.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

### Chair Seats

Eureka Chair Seat Co., Syracuse, N. Y.

### Checks, Brass

Schwerdtle Stamp Co., Bridgeport, Conn.

### Cherry Stoners

Enterprise Mfg. Co. of Pa., Phila.

### Chisels

L. & I. J. White Co., Buffalo, N. Y.

### Chisels, Firmer

Alfred Field & Co., New York  
C. E. Jennings & Co., New York  
L. & I. J. White Co., Buffalo, N. Y.

### Clamps

North Bros. Mfg. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

### Cleavers

John Chatillon & Sons, New York  
L. & I. J. White Co., Buffalo, N. Y.

### Clippers

Coates Clipper Mfg. Co., Worcester, Mass.

### Clippers, Horse and Barbers'

American Shearer Mfg. Co., Nashua, N. H.  
Alfred Field & Co., New York

### Clothes Pins

U. S. Clothes Pin Co., Montpelier, Vt.

### Closet Pulls

Smith & Egge Mfg. Co., Bridgeport, Conn.

### Coach Oil

Snowflake Axle Grease Co., Fitchburg, Mass.

### Coat, Hat and Ceiling Hooks

Parker Wire Goods Co., Worcester, Mass.

### Coffee and Spice Mills

Enterprise Mfg. Co. of Pa., Phila., Pa.  
Lane Brothers Co., Poughkeepsie, N. Y.

### Combination Squares

A. W. Hight, Toledo, O.

### Conductor Pipe

Am'can Steel Roofing Co., Middletown, Ohio.

### Cooking Utensils (Never Break)

Avery Stamping Co., Cleveland, Ohio.

### Coopers Tools

L. & I. J. White Co., Buffalo, N. Y.

### Cork Pullers

Enterprise Mfg. Co. of Phila., Pa.  
Erie Specialty Co., Erie, Pa.

### Corkscrews

Erie Specialty Co., Erie, Pa.  
Alfred Field & Co., New York

### Corn Knives

Wilkinson Shear & Cutlery Co., Reading, Pa.

### Corundum Wheels

Pike Mfg. Co., Pike, N. H.

### Counterfeit Detectors

Pelouze Scale & Mfg. Co., Chicago

### Countersinks

C. E. Jennings & Co., New York

### Crayons

Jos. Dixon Crucible Co., Jersey City, N. J.  
Walter A. Zelnicker Supply Co., St. Louis, Mo.

### Creamery Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

### Cupboard Catches

Champion Safety Lock Co., Geneva, O.

### Cupboard Turns

Champion Safety Lock Co., Geneva, O.

### Curled Hair

Baeder, Adamson & Co., N. Y., Phila.  
Boston and Chicago

### Cutlery

Davies Automatic Shear Co., New York  
Trout Hardware Co., Chicago, Ill.]

### Cutlery Machinery

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

### Cutlery, Pocket

John Chatillon & Sons Co., New York  
Cronk & Carrier Mfg., Elmira, N. Y.  
Jos. Rodgers & Sons, Sheffield, England

### Cutlery, Table

Alfred Field & Co., New York  
Lanson & Goodnow Mfg. Co., Shelburne Falls, Mass.  
Jos. Rodgers & Sons, Sheffield, England

### Cut Nails

Fuller Bros. & Co., New York

### Cutters, Rod

Belden Machine Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

### Cutters, Wire

Cronk & Carrier Mfg. Co., Elmira, N. Y.

### Cutting Pliers

Cronk & Carrier Mfg. Co., Elmira, N. Y.

### Dampers

Taylor & Boggis Foundry Co., Cleve., O.

### Diamond Tools

The Tanite Co., Stroudsburg, Pa.

### Dies, Steel

Schwerdtle Stamp Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

### Display Racks

Piqua Bracket Co., Piqua, Ohio.

### Dogs Collars and Muzzles

Alfred Field & Co., New York

### Door Check and Spring (Blount)

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### Door Checks and Springs

Caldwell Mfg. Co., Rochester, N. Y.

### Door Holders

Caldwell Mfg. Co., Rochester, N. Y.

### Door Pulls

Parker Wire Goods Co., Worcester, Mass.

### Draught Springs



- Ears, Knobs and Handles**  
Berger Bros. Mfg. Co., Philadelphia, Pa.
- Edge Tools**  
Peck Edge Tool Co., Cohoes, N. Y.  
L. & I. J. White Co., Buffalo, N. Y.
- Electric Cooking and Heating Apparatus**  
Prometheus Electric Co., New York.
- Electric Fans**  
D. L. Bates & Bro., Dayton, Ohio.
- Elevators**  
Eaton & Prince Co., Chicago, Ill.  
Kimball Bros. Co., Council Bluffs, Iowa.
- Emery**  
Oriental Emery Co., New Haven, Conn.  
The Tanite Co., Stroudsburg, Pa.
- Emery and Garnet Paper**  
Baeder, Adamson & Co., N. Y., Phila.  
Boston and Chicago
- Emery Glue**  
The Tanite Co., Stroudsburg, Pa.
- Emery Paper and Cloth**  
Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**  
Pike Mfg. Co., Pike, N. H.  
The Tanite Co., Stroudsburg, Pa.
- Emery Wheel Dressers**  
Diamond Saw & Stamping Works, Buffalo, N. Y.  
Patterson, Gottfried & Hunter, Ltd., New York.
- Enameled Wiring Rings**  
Star Expansion Bolt Co., New York.
- Envelope and Stamp Lubricators**  
Pelouse Scale & Mfg. Co., Chicago
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Star Expansion Bolt Co., New York.
- Fans (Ventilating, Ceiling)**  
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The A. Rosenberg Co., Baltimore, Md.
- Farm Fencing**  
New Jersey Wire Cloth Co., Trenton and New York
- Farming Tools**  
Am. Fork & Hoe Co., Cleveland, O.
- Fences, Wire and Iron**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Ohio Structural Iron Co., Sandusky, O.  
Van Dorn Iron Works Co., Cleveland, O.
- Files**  
G. & H. Barnett Co., Philadelphia  
Carver File Co., Philadelphia, Pa.  
Alfred Field & Co., New York  
Nicholson File Co., Providence, R. I.
- Filters**  
Buffalo Mfg. Co., Buffalo, N. Y.  
Champion Safety Lock Co., Geneva, O.  
Fulper Pottery Co., Flemington, N. J.  
N. A. Watson, Erie, Pa.
- Fire Arms**  
Alfred Field & Co., New York  
Harrington & Richardson Arms Co., Worcester, Mass.  
Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Fire Escapes**  
Ohio Structural Iron Co., Sandusky, O.
- Fishing Reels**  
A. F. Meiselbach & Bro., Newark, N. J.
- Fishing Tackle**  
Clark, Horrocks Co., Utica, N. Y.  
Enterprise Mfg. Co., Akron, Ohio.
- Flint Paper**  
Baeder & Adamson Co., Phila. and N. Y.
- Floor Plates**  
American Tube and Stamping Co., Bridgeport, Conn.
- Food Choppers**  
Enterprise Mfg. Co. of Pa., Philadelphia
- Foot Presses**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Forgings, Carriage**  
Columbus Bolt Works, Columbus, O.
- Forging Drops**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Forks**  
American Fork & Hoe Co., Cleveland, O.
- Freezers (Ice Cream)**  
North Bros. Mfg. Co., Philadelphia, Pa.  
Richmond Cedar Works, Richmond, Va.  
White Mountain Freezer Co., Nashua, N. H.
- Fruit Jar Wrenches**  
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**  
Enterprise Mfg. Co. of Pa., Philadelphia
- Furnace Shovels**  
Geneva Tool Co., Geneva, Ohio
- Fry-Pan Lids and Pot Covers**  
Kitchen Specialty Mfg. Co., Reading, Pa.
- Galvanized Hoops, Bars & Bands**  
Harold McCalla, Philadelphia, Pa.
- Galvanized Wire**  
Fuller Bros. & Co., New York
- Galvanized Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Garden Hose**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Garbage Cans**  
Atlantic Stamping Co., Rochester, N. Y.
- Garden Rakes—Steel**  
Am. Fork & Hoe Co., Cleveland, O.  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Garden Tools**  
Alfred Field & Co., New York  
Am. Fork & Hoe Co., Cleveland, O.
- Garden Trowels (Never Break)**  
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**  
Baeder & Adamson Co., Phila. and N. Y.
- Gas Cooking Ranges**  
Albany Foundry Co., Albany, N. Y.
- Gas Heaters**  
Albany Foundry Co., Albany, N. Y.
- Gas Industrial Appliances**  
Albany Foundry Co., Albany, N. Y.
- Gas Pliers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Gas Ranges**  
Albany Foundry Co., Albany, N. Y.
- Gasfitters' Supplies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**  
Taylor & Boggis Foundry Co., Cleveland, O.
- Gauges, Butt**  
Stanley Rule and Level Co., New York
- Gimlets**  
C. E. Jennings & Co., New York.
- Glass Cutters**  
W. L. Barrett, Bristol, Conn.
- Glue**  
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Government Contracts**  
U. S. Government Advertiser, Washington, D. C.
- Grain Cradles**  
Am. Fork & Hoe Co., Cleveland, O.
- Grain and Barley Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Graphite**  
Joe. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**  
Am. Fork & Hoe Co., Cleveland, O.  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Grass Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Grinding Machines**  
The Tanite Co., Stroudsburg, Pa.
- Gummers, Saw**  
Henry Diston & Sons, Phila., Pa.
- Guns**  
Alfred Field & Co., New York  
Harrington & Richardson Co., Worcester, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.  
Trout Hardware Co., Chicago, Ill.
- Hack Saw Blades, Sterling**  
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Hack Saw Frames**  
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Hack Saws (Sterling)**  
Diamond Saw & Stamping Co., Buffalo, N. Y.
- Hack Saws (Universal)**  
West Haven Mfg. Co., New Haven, Conn.
- Hair Felting**  
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Halter Chains**  
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**  
Covert Mfg. Co., Troy, N. Y.
- Hammers**  
Henry Cheney Hammer Co., Little Falls, N. Y.  
Franklin Specialty Co., Reading, Pa.  
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**  
Henry Cheney Hammer Co., Little Falls, New York
- Hand and Foot Power Grinders**  
Royal Mfg. Co., Lancaster, Pa.
- Handles**  
Walter A. Zeinicker Supply Co., St. Louis, Mo.
- Handles, Tool**  
Berger Bros. Co., Philadelphia
- Hangers, Barn Door**  
Cronk & Carrier Mfg. Co., Elmira  
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**  
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**  
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**  
Berger Bros. Co., Philadelphia.  
Walworth Mfg. Co., Boston, Mass.
- Hardware Jobbers**  
Kelley-How-Thomson Co., Deluth, Minn.  
Trout Hardware Co., Chicago, Ill.
- Hardware Mfrs' Agents, Etc.**  
Robert Murray, New York
- Hardware Specialties**  
Enterprise Mfg. Co. of Pa., Phila.  
Alfred Field & Co., New York  
Forsyth Mfg. Co., Buffalo, N. Y.  
Franklin Specialty Co., Reading, Pa.  
H. B. Ives Co., New Haven, Conn.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Robert Murray, New York  
Parker Wire Goods Co., Worcester, Mass.  
Taylor & Boggis Foundry Co., Cleveland, O.
- Harness Dressing**  
Frank Miller Co., New York, N. Y.
- Harness Snaps**  
Covert Mfg. Co., Troy, N. Y.
- Hatchets**  
Franklin Specialty Co., Reading, Pa.  
National Cutlery Co., Detroit, Mich.  
Peck Edge Tool Co., Cohoes, N. Y.
- Hasps and Staples**  
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**  
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Hay Racks**  
Ohio Structural Iron Co., Sandusky, O.
- Hedge Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Hinges**  
Griffin Mfg. Co., Erie, Pa.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago
- Hinges, Spring**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago
- Hitching Posts**  
Ohio Structural Iron Co., Sandusky, O.
- Hoes**  
American Fork & Hoe Co., Cleveland, O.
- Hoisting Machinery**  
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**  
S. R. Droeschner, New York.  
Alfred Field & Co., New York  
Pike Mfg. Co., Pike, N. H.
- Hook Racks**  
Udell Works, Indianapolis, Ind.
- Hooks**  
Berger Bros. Co., Philadelphia
- Horse and Cattle Ties**  
Covert Mfg. Co., Troy, New York  
Onelda Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**  
Am. Shearer Mfg. Co., Nashua, N. H.
- Horse Nails**  
Capewell Horse Nail Co., Hartford, Conn.  
Standard Horse Nail Co., New Brighton, Pa.
- Horse Raps**  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.
- Horse Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Hose (Fire)**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose (Garden)**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose Pipe**  
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**  
F. E. Myers & Bro., Ashland, Ohio  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hot Pan Lifters**  
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Household Specialties**  
Forsyth Mfg. Co., Buffalo, N. Y.
- Household Tin Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Ice Balances**  
John Chatillon & Sons, New York  
Pelouse Scale & Mfg. Co., Chicago
- Ice Chisels**  
John Chatillon & Sons, New York
- Ice Cream Freezers**  
North Bros. Mfg. Co., Philadelphia  
Richmond Cedar Works, Richmond, Va.  
White Mountain Freezer Co., Nashua, N. H.
- Ice Picks**  
John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.  
Franklin Specialty Co., Reading, Pa.  
C. E. Jennings & Co., New York
- Ice Tools**  
John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.  
L. & I. J. White Co., Buffalo, N. Y.
- Injectors**  
N. A. Watson, Erie, Pa.
- Importers**  
S. Guiterman & Co., Ltd., London and New York.
- Inclinometers**  
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
- Iron Enamel**  
Nickel Plate Stove Polish Co., Chicago, Ill.
- Iron and Steel**  
Harold McCalla, Philadelphia, Pa.
- Iron Works**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Kerosene Furnaces**  
Barthel Blow Lamp Co., Boston, Mass.
- Kitchen Cutlery**  
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Knife Sharpeners**  
Luther Bros. Co., North Milwaukee, Wis.  
Pike Mfg. Co., Pike, N. H.  
The Tanite Co., Stroudsburg, Pa.
- Knives**  
National Cutlery Co., Detroit, Mich.
- Ladders, Folding**  
Berger Bros. Co., Philadelphia  
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**  
Bicycle Step Ladder Co., Chicago
- Lard Presses**  
Enterprise Mfg. Co. of Pa., Phila.
- Landing Nets, Ring, Staff**  
A. F. Meiselbach & Bro., Newark, N. J.
- Lawn Fences**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.
- Lawn Mowers**  
Coldwell Lawn Mower Co., Newburgh, New York  
Philadelphia Lawn Mower Co., Philadelphia, Pa.  
Reading Hardware Co., Reading, Pa.  
Worcester Lawn Mower Co., Worcester, Mass.
- Lawn Mower Grinders**  
Root Bros. Co., Plymouth, Ohio.
- Lawn Seats**  
Ohio Structural Iron Co., Sandusky, O.
- Lawn Weedeers**  
Cleveland Lawn Weeder Co., Cleveland, Ohio.
- Lead Pencils**  
Joe. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**  
Berger Bros. Co., Philadelphia  
Erie Specialty Co., Erie, Pa.
- Letter Boxes**  
Taylor & Boggis Foundry Co., Cleveland, Ohio.
- Levels**  
Baker-McMillen Co., Akron, Ohio.  
Russell-Kimball Mfg. Co., Dunkirk, N. Y.  
Stanley Rule & Level Co., New York  
L. S. Starrett Co., Athol, Mass.
- Levels, Semi-Circular**  
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
- Light Gray Iron Castings**  
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Locks**  
Yale & Towne Mfg. Co., New York.
- Lubricants**  
Joe. Dixon Crucible Co., New York and Jersey City, N. J.
- Lumber Crayons**  
Walter A. Zeinicker Supply Co., St. Louis, Mo.
- Lunch Boxes (Folding)**  
Rochester Lunch Box Mfg. Co., Rochester, N. Y.
- Machinists' Supplies**  
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Machinists' Tools**  
Henry Diston & Sons, Inc., Philadelphia  
Patterson, Gottfried & Hunter, Ltd., New York  
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**  
Magnolia Metal Co., New York
- Mallets**  
Stanley Rule & Level Co., New York
- Manufacturers' Agents**  
Robert Murray, New York
- Manure Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Masons' Levels**  
Baker-McMillen Co., Akron, Ohio.
- Mats and Matting, Rubber**  
Voorhees Rubber Mfg. Co., Jersey City, New Jersey
- Measuring Pumps**  
Enterprise Mfg. Co. of Pa., Phila.



**Measuring Tapes**

Alfred Field & Co., New York  
Kaufel & Esser, New York

**Meat Choppers**

John Chatillon & Sons, New York  
Enterprise Mfg. Co. of Pa., Phila.  
John H. Graham & Co., N. Y.

**Meat Cutters**

Enterprise Mfg. Co. of Pa., Phila.

**Metallic Adjustable Screens**

Metallic Screen Co., Collins, Wis.

**Metal Shingles**

Cortright Metal Roofing Co., Philadelphia.  
Montross Metal Shingle Co., Camden, N. J.

**Metal Ware**

Pritchard-Strong Co., Rochester, N. Y.

**Metal Workers' Crayons**

Walter A. Zelnicker Supply Co., St. Louis, Mo.

**Mills, Coffee and Spice**

John Chatillon & Sons, N. Y.  
Enterprise Mfg. Co. of Pa., Phila.  
Lane Bros. Co., Poughkeepsie, N. Y.

**Mills, Drug**

Enterprise Mfg. Co. of Pa., Phila.

**Mincing Knives**

Enterprise Mfg. Co. of Pa., Phila.

**Mitre Boxes, Steel**

Goodell Mfg. Co., Greenfield, Mass.

**Molasses Gates**

Taylor & Boggis Foundry Co., Cleveland, Ohio

**Mops**

Bay State Mop Co., Woburn, Mass.

**Mop Press**

Goddard Mop Press Co., Akron, Ohio.

**Mop Wringers**

Lee Chair Co., Oneida, N. Y.

"Motor Car" (Automobile Magazine)  
W. C. Pierson Publishing Co., New York

**Motor Cycles and Accessories**

Thomas Auto-Bi Co., Buffalo, N. Y.

**Moulding Hooks**

Forsyth Mfg. Co., Buffalo, N. Y.

**Mowing Machine Oilers**

American Tube & Stamping Co., Bridgeport, Conn.

**Nail Pullers**

Belden Machine Co., New Haven, Conn.

**Nails**

Fuller Bros. & Co., N. Y.

**Nail Sets**

C. E. Jennings & Co., N. Y.  
L. S. Starrett Co., Athol, Mass.

**Needles**

Alfred Field & Co., New York

**Nippers**

Alfred Field & Co., New York  
L. S. Starrett Co., Athol, Mass.

**Numbering Machines**

Cushman & Denison, New York

**Nuts**

Columbus Bolt Works, Columbus, O.

**Oilers**

American Tube & Stamping Co., Bridgeport, Conn.  
Cushman & Denison, New York.

**Oil Cans**

Atlantic Stamping Co., Rochester, N. Y.  
A. F. Meisselbach & Bro., Newark, N. J.

**Oil Stones**

S. R. Dreescher, New York.  
Pike Mfg. Co., Pike, N. H.

**Oil Stoves**

Taylor & Boggis Foundry Co., Cleveland, Ohio

**Ornamental Iron Work**

Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.

**Ox Yoke and Bows**

Am. Fork & Hoe Co., Cleveland, O.

**Packing Rubber**

Voorhees Rubber Mfg. Co., Jersey City, N. J.

**Padlocks**

Ames Sward Co., Chicopee, Mass.  
Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
The Yale & Towne Mfg. Co., New York.

**Painted Porch Curtains**

R. H. Conney Co., Camden, N. J.

**Paints**

Joe Dixon Crucible Co., Jersey City, N. J.  
Trent Hardware Co., Chicago, Ill.

**Paper Clips**

Cushman & Denison, New York  
U. S. Clothes Pin Co., Montpelier, Vt.

**Patents**

Davis & Davis, New York  
O. J. Haegler, Philadelphia, Pa.

**Pencils**

Joe Dixon Crucible Co., Jersey City, N. J.

**Photograph Clips**

U. S. Clothes Pin Co., Montpelier, Vt.

**Pipe Cutters**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.

**Pipe Fittings**

Walworth Mfg. Co., Boston, Mass.

**Pipe Straps**

Berger Bros. Co., Philadelphia  
Walworth Mfg. Co., Boston, Mass.

**Pipe Threading Machines**

Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

**Pipe Vises**

Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

**Pipe Wrenches**

Belden Machine Co., New Haven, Conn.

**Pipe, Wrought**

Walworth Mfg. Co., Boston, Mass.

**Pistols**

Harrington & Richardson Arms Co., Worcester, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Planes**

C. E. Jennings & Co., New York  
Stanley Rule & Level Co., New York

**Plated Ware**

Alfred Field & Co., New York

**Plates, Machinery**

Schwerdtle Stamp Co., Bridgeport, Conn

**Pliers, Fencing**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York

**Plumbers' Supplies**

Berger Bros. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport, Conn

**Pocket Cutlery**

John Chatillon & Sons, New York  
Alfred Field & Co., New York

**Polish, Stove**

Joe Dixon Crucible Co., Jersey City, N. J.  
Nickel Plate Stove Polish Co., Chicago, Ill.

**Polishes, Liquid**

Geo. W. Hoffman, Indianapolis, Ind. and New York

**Polishes, Paste**

Geo. W. Hoffman, Indianapolis, Ind. and New York

**Polishing Pastes**

The Tanite Co., Stroudsburg, Pa.

**Postal Scales**

Pelouze Scale & Mfg. Co., Chicago, Ill.

**Post Office Lock Boxes**

The Yale & Towne Mfg. Co., New York.

**Potato Hooks**

Am. Fork & Hoe Co., Cleveland, O.

**Poultry Netting**

New Jersey Wire Cloth Co., New York,  
Trenton, Chicago, San Francisco.

**Poultry Specialties**

Keyes-Davis Co., Ltd., Battle Creek, Mich.

**Power Presses**

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Pruning Shears**

Cronk & Carrier Mfg. Co., Elmira, N. Y.

**Pulleys, Hoisting**

F. E. Myers & Bro., Ashland, Ohio

**Pumps**

F. E. Myers & Bro., Ashland, Ohio.

**Punches**

Chandler & Farquhar, Boston

**Punches, Spring**

Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn

**Push Plates**

Champion Safety Lock Co., Geneva, O.

**Rail, Barn Door**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railroad Brasses**

Magnolia Metal Co., New York

**Raisin Seeders**

Enterprise Mfg. Co. of Pa., Phila.

**Rakes**

American Fork & Hoe Co., Cleveland, O.

**Ratchet Wrenches**

Patterson, Gottfried & Hunter, Ltd., New York.

**Razors**

Alfred Field & Co., New York  
National Cutlery Co., Detroit, Mich.  
Joe Rodgers & Sons, New York and  
Shemeld, England

**Razor Grindstones**

Pike Mfg. Co., Pike, N. H.

**Razors, Safety**

Gillette Sales Co., New York, N. Y.

**Real Estate**

David P. Taff, Topeka, Kans.

**Reamers**

C. E. Jennings & Co., New York

**Reels, Rope**

Udell Works, Indianapolis, Ind.

**Registers, Warm Air**

Berger Bros. Co. Philadelphia

**Removable Calks**

Always Sharp Calk Mfg. Co., Jersey City, N. J.

**Revolvers**

Harrington & Richardson Arms Co., Worcester, Mass.

**Rifles**

Hamilton Rifle Co., Plymouth, Mich.  
Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Rivet Machinery**

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Rivets**

Berger Bros. Co., Philadelphia  
C. C. & E. P. Townsend, New Brighton, Pa.

**Roller Skates**

M. C. Henley, Richmond, Ind.

**Roof Bolts**

Columbus Bolt Works, Columbus, O.

**Roofing, Asbestos**

Stowell Mfg. Co., Jersey City, N. J.

**Roofing, Gravel**

Stowell Mfg. Co., Jersey City, N. J.

**Roofing and Roofers' Supplies**

American Sheet & Tin Plate Co., Pittsburgh, Pa.  
Am. Steel Roofing Co., Middletown, O.  
Berger Bros. Co., Philadelphia  
Stowell Mfg. Co., Jersey City, N. J.

**Roof Rods**

Columbus Bolt Works, Columbus, O.

**Rubber Cement, Elastic**

Stowell Mfg. Co., Jersey City, N. J.

**Rules**

Alfred Field & Co., New York  
Stanley Rule & Level Co., New York

**Rules, Steel**

Kaufel & Esser, New York, N. Y.  
L. S. Starrett Co., Athol, Mass.

**Sad Irons**

Enterprise Mfg. Co. of Pa., Phila.

**Sad Iron Handles**

Enterprise Mfg. Co. of Pa., Phila., Pa.

**Safety Razors**

Gillette Sales Co., New York.

**Sand and Emery Paper**

Baeder, Adamson & Co., New York,  
Philadelphia, Boston and Chicago

**Sanitary Stoneware**

Fulper Pottery Co., Flemington, N. J.

**Sash Chains**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Fasteners**

Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.  
E. L. Watrous Mfg. Co., Des Moines, Ia.

**Sash Fixtures**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Hangers**

E. L. Watrous Mfg. Co., Des Moines, Ia.

**Sash Lifts**

Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.

**Sash Locks**

Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.

**Sausage Stuffers**

Enterprise Mfg. Co. of Pa., Phila.

**Saws**

Diamond Saw & Stamping Works, Buffalo, N. Y.  
Henry Diston & Sons, Phila., Pa.  
C. E. Jennings & Co., New York

**Saws, Butchers'**

John Chatillon & Sons, New York

**Saw Gummers**

Ajax Mfg. Co., Pittsburgh, Pa.

**Saw Sets**

Alfred Field & Co., New York

**Saw Tools**

C. E. Jennings & Co., New York

**Scales**

American Cutlery Co., Chicago, Ill.  
John Chatillon & Sons, New York  
Pelouze Scale & Mfg. Co., Chicago.

**Scissors, Automatic**

Davies Automatic Shear Co., New York.

**Screen Catches**

E. L. Watrous Mfg. Co., Des Moines, Ia.

**Screen Door Catches**

Caldwell Mfg. Co., Rochester, N. Y.  
Peck, Stow & Wilcox Co., Cleveland, O.

**Screen Door Pulls**

Champion Safety Lock Co., Geneva, O.

**Screwless Shears and Scissors**

Davies Automatic Shear Co., New York.

**Screws**

Robert Murray, New York

**Screw Drivers**

C. E. Jennings & Co., New York  
North Bros. Mfg. Co., Philadelphia  
Stanley Rule & Level Co., New York

**Screw Eyes, Screw Hooks**

Parker Wire Goods Co., Worcester, Mass.

**Screw Thread Rolling Machines**

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Screw Plates**

Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.

**Screw Presses**

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Screw Wrenches**

Bemis & Call Hardware & Tool Co., Springfield, Mass.

**Scythes and Grass Hooks**

Alfred Field & Co., New York  
National Cutlery Co., Detroit, Mich.

**Scythe Rifles**

Pike Mfg. Co., Pike, N. H.

**Scythe Snaths, Grass and Bush**

American Fork & Hoe Co., Cleveland, O.

**Scythe Stones**

Pike Mfg. Co., Pike, N. H.

**Seals**

Schwerdtle Stamp Co., Bridgeport, Conn

**Seed Sowers**

Cyclone Seeder Co., Urbana, Ind.

**Self-Heating Flat Irons**



- Slaw Cutters**  
Enterprise Mfg. Co. of Pa., Phila.  
Henry Dinston Sons, & Philadelphia, Pa.  
C. E. Jennings & Co., New York
- Snap Hose Coupling**  
Nelson & Morrison Mfg. Co., Boulder, Colo.
- Snow Shovels ("Alaska")**  
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Soapstone Foot Warmers**  
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**  
Pike Mfg. Co., Pike, N. H.
- Solder**  
Berger Bros. Co., Philadelphia
- Spading Forks**  
Geneva Tool Co., Geneva, O.
- Speaking Tubes**  
Berger Bros. Co., Philadelphia
- Special Machinery**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Spikes**  
Fuller Bros. & Co., New York
- Spiral Screw Drivers**  
North Bros. Mfg. Co., Phila., Pa.
- Spirit Levels**  
Baker-McMillen Co., Akron, Ohio.
- Spoke Shaves**  
Alfred Field & Co., New York  
Stanley Rule & Level Co., New York
- Sporting Goods**  
Trout Hardware Co., Chicago, Ill.
- Spring Balances**  
John Chatillon & Sons, New York
- Spring Hinges**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago
- Springs, Draught**  
Beecher Draught Spring Co., New Haven, Conn.
- Springset Shears and Scissors**  
Davies Automatic Shear Co., New York.
- Springs, Wire**  
John Chatillon & Sons, New York
- Squares, Steel**  
Henry Dinston & Sons, Inc., Phila., Pa.  
L. S. Starrett Co., Athol, Mass.
- Stable Fixtures**  
Ohio Structural Iron Co., Sandusky, O.
- Stamps, Steel**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Staple Pullers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Stay Rollers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Steam Cookers and Bakers**  
Ohio Cooker Co., Toledo, Ohio.  
Toledo Cooker Co., Toledo, O.
- Steamfitters' Supplies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Steam, Water and Gas Tools**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Steel**  
American Tube & Stamping Co., Bridgeport, Conn.
- Steel Belt Lacing**  
Bristol Co., Waterbury, Conn.
- Steel Dies**  
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Steel Door Buttons**  
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Steel Fishing Rods**  
Horton Mfg. Co., Bristol, Conn.
- Steel Hinges, Spring**  
Bommer Bros., Brooklyn, N. Y.
- Steel, Hoop and Band**  
Harold McCalla, Philadelphia, Pa.
- Steel Letters and Figures**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Steel Measuring Tapes**  
Kenuff & Essner, New York  
L. S. Starrett Co., Athol, Mass.
- Steel Ranges**  
Landay Steel Range Co., St. Louis, Mo.
- Steel Rules**  
L. S. Starrett Co., Athol, Mass.
- Stencils**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Step Ladders (Rolling)**  
Bicycle Step Ladder Co., Chicago, Ill.
- Stocks and Dies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York
- Stove Lifters**  
Troy Nickel Works, Albany, N. Y.
- Stove Trimmings**  
Troy Nickel Works, Albany, N. Y.
- Strapping Belts**  
Ames Sword Co., Chicopee, Mass.
- Strawberry Hullers**  
Winsor Stephens & Co., Waltham, Mass.
- Stretchers, Carpet**  
Richard W. Montrose, Gallen, Mich.
- Strip Steel**  
West Leechburg Steel Co., Pittsburgh.
- Strops, Razor**  
Alfred Field & Co., New York
- Tables, Folding**  
Udell Works, Indianapolis, Ind.
- Tack Pullers**  
Ellis Mfg. Co., Milldale, Conn.
- Tackle Blocks**  
Boston & Lockport Block Co., Boston, Mass.
- Tailors' Shears**  
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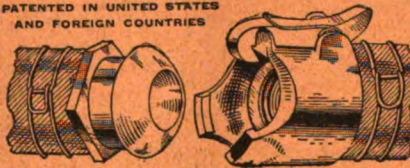
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THE ROEBLING STANDARD WIRE BATHING,  
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PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,  
and every kind of  
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Prevent zymotic diseases of every kind in your town and vicinity.

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BETTER DISPLAY OF GOODS  
**50% Less Walking**

Promotes Neatness and System

Can be instantly changed at any time to suit Requirements

Our Catalog H for Hardwaremen will give the Hardware Dealer a definite idea of just what we can accomplish for him. This is a subject which is materially affecting your pocketbook. Send for the catalog.




**The PIQUA Bracket Co.**  
PIQUA, O.

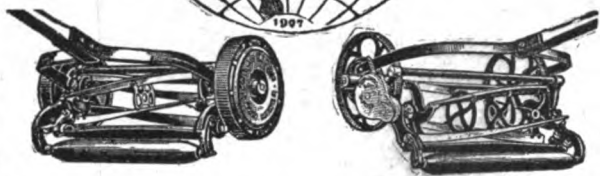
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Mower  
Co.



3101-3109 See that  
Chestnut St.  
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Pa., U. S. A.



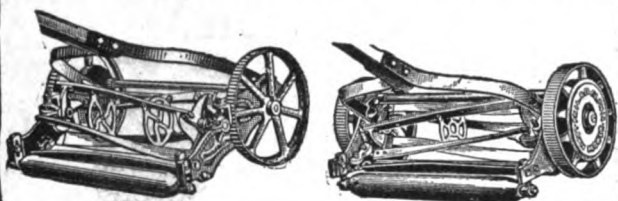
### Here's Our "Big Four"

line of Mowers, in use in all parts of the world. Do you sell them? If not—send at once for "BIG FOUR BOOKLET" and prices. The reason they sell so well is because they are the

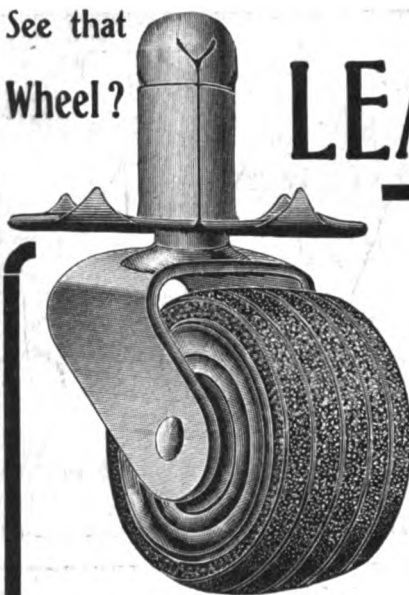
#### Genuine Philadelphia Mowers.

We make 17 styles hand mowers; 6½ inch to 12 inch wheels; 3 to 8 blades, and 5 styles horse Mowers.

Handle the Genuine Philadelphia Line of Mowers and you'll have plenty of repeat orders to keep you busy.



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The  
EASY  
TURNING,  
EASY  
ROLLING

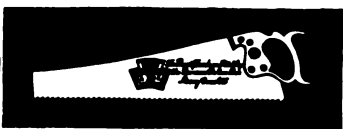
## "FAULTLESS" CASTER

puts a new "spring" into the furniture.

It's so entirely different from any other that we call it "THE CASTER THAT NEVER REFUSES TO TURN." That's owing to our patent "Faultless" socket. It appeals to one's reason—that's why it's such a wonderful seller.

The **FAULTLESS CASTER MFG. CO.**

NEBRASKA CITY, NEB.



If earnestness of purpose, coupled with skill, experience and modern facilities COUNT—

Then the **Disston Brand** of **Saws** will continue as the **STANDARD** by which the merits of all other saws are judged.

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PHILADELPHIA, PA.

## Pure and Absolutely Safe

**Cooking Utensils** are those which will NOT SCALE OFF like cheap enamel; NOT SCORCH OR BURN like light fry-pans and skillets; NOT ABSORB GREASE OR FLAVORS like Cast-Iron. In a word "HYGIENIC" is the condition and "HEALTH" the result when using



### "NEVER-BREAK" STEEL SPIDERS, GRIDDLES AND KETTLES.

Look for the **BRAND**—it is what the signature is to a bank check— you can't expect the **GENUINE** from more than one.

**THE AVERY STAMPING CO., Cleveland, O.**  
Sole Mfrs. of "NEVER-BREAK" GOODS.

## Consult

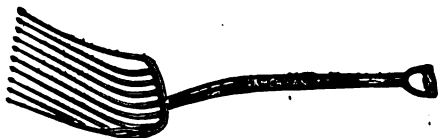
our catalog file for anything you need in the hardware line. We keep it up-to-date for your benefit.

**Write --- wire or telephone us.**



"TRUE TEMPER"

## Good as Wheat Staple as 3-Tine Forks



(FARM SCOOP FORK.)

A better seller, because it's comparatively new, and moreover,---it's strongly advertised to farmers---*they want it.*

**Easy Seller--**

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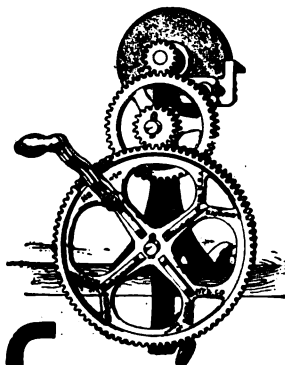
**For**

**You**

AM.  
FORK  
& HOE CO.  
CLEVELAND, O.

I want price on.....  
doz. Scoop Forks.

Name.....  
Address.....



The Alundum-Way  
OR  
The Back-Breaking  
Grindstone--Way---

**Which ?**

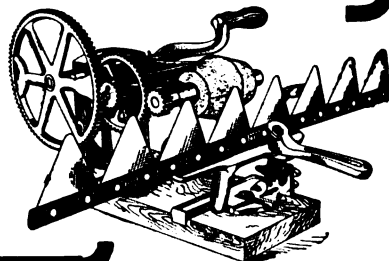
Recommend the former to good customers.  
Tell 'em that the Alundum Wheels in our

### Hand and Foot Power Grinders and Tool Sharpeners

sharpen tools of every kind for household,  
workshop and farm use, in less time, with  
less trouble and labor than by any other  
method. We guarantee that.

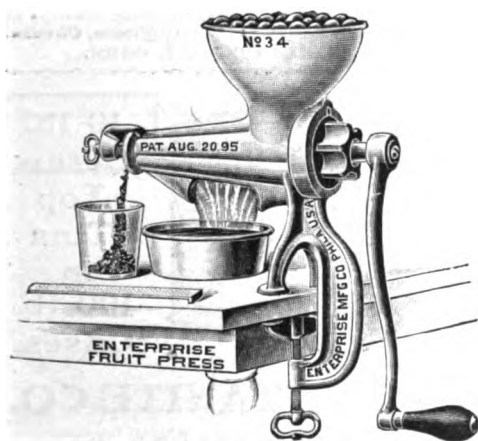
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Royal  
Mfg. Co.  
282 E. Walnut  
Street,  
Lancaster,  
Pa.



Don't wait for people to ask you  
for seasonable things before you  
order them--things that you  
ought to be showing.  
Lead the demand,  
don't follow it.

## SHOW YOUR ENTERPRISE



Just  
now  
show the  
Enterprise  
Fruit, Wine  
and Jelly Press  
and Enterprise  
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Write us for complete catalogue and  
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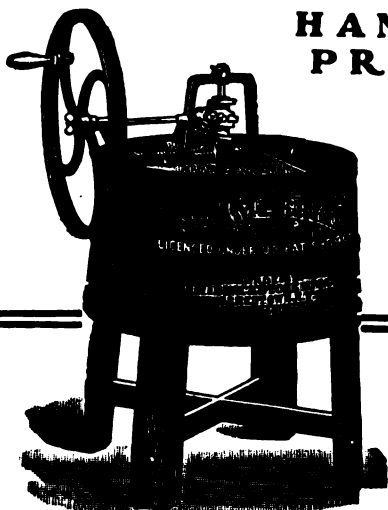


## The Imperial Rotary Washer

Does a bigger "wash" with less noise than most washers—and in less time. Why? Has extra large tub, all steel roller bearings, sliding cylinder on square post, insuring the greatest strength of any Rotary Gearing yet produced. It's THE High Speed Washer Par Excellence.

**Handsome  
Finish:  
Gold and  
Aluminum  
Bronzed  
Castings,  
Tub Finely  
Finished.**

Our Catalog shows  
the most complete



### HANDSOME PROFITS:

Sell one "Imperial" in your town—other sales will follow.

line of Washers on  
the market. Want  
a copy with prices?

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Mfg. Co.**

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FOR CENTURIES THE WORLD RENOWNED HOUSE OF  
**JOSEPH RODGERS & SONS, Ltd.**  
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Has had neither equals nor superiors in the manufacture of

Carving Knives  
and Forks, Table  
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Rapidity of registration, making mathematical calculations unnecessary—are the features that make our Level sell so well to discriminating mechanics. Search anywhere—you will not find its equal in the tool market.



### Semi-Circular Level, Plumb and Inclinometer

Gets around the question of determining grades, foundations and excavations with greatest ease. Simple multiplication only is necessary. Easily adjusted.

Perfect satisfaction guaranteed. You would not want a quicker seller in your store. Try it.

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Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. Sample Package Free.

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are made of real Frying-pans, the bottom of the pan being used as the face. They come in two sizes—10 inch with raised brass figures and 6 inch with painted figures, and with one and eight day movements.

Also Program, 60 Day, Calendar, Electric, Synchronized and Watchman's Clocks.

Send for Catalogue No. 587

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WRITE FOR  
PRICE LIST AND DISCOUNT  
**N. A. WATSON ERIE PA.**



**SECURE**  
PROTECTION AND LONG  
SERVICE BY USING OUR  
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SAVES REPAIRS—  
SAVES RECOATING  
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Screw  
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in  
100 lb.  
Cases.

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paint will

## WEAR FIVE YEARS

or paint for repainting is yours without charge.

That is the kind of guarantee we put on Pitkin's Barn Paint and it lives up to it too.

### GEO. W. PITKIN CO.

Paint and Color Makers

Established 1868

CHICAGO, U. S. A.

Originators of Barn Paint



No. 508 CUP.



No. 509½ SAUCER.



No. 847 COMBINET.

## White Steel Enameled Ware

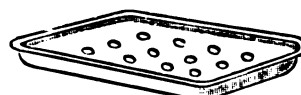
For Summer Camp Supplies, Hospitals and Public Institutions.

Our line is most complete, our prices reasonable and the profits large enough to pay you for pushing them this season.

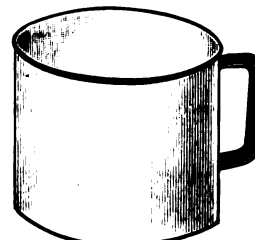
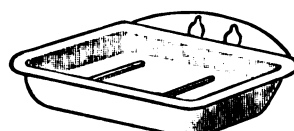
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The GEO. H.  
BOWMAN CO.

New York: 39 Murray St.  
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No. 511¼ SOAP.



No. 513 MUGS.



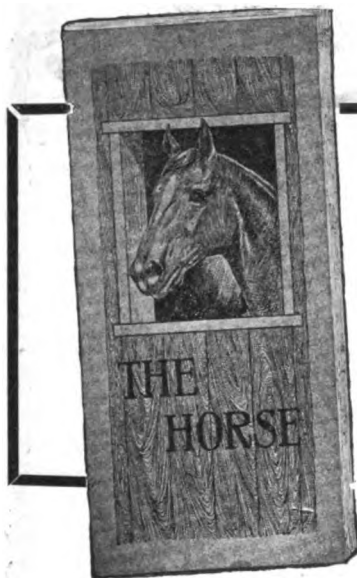
No. 512 EWER.

No. 506 BASIN.

Mention this magazine when corresponding about this ware.

Please mention HARDWARE when writing to advertisers.





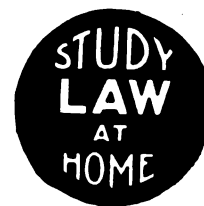
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We will give you free copies with orders for Dixon's Graphite Axle Grease—number of copies depends upon quantity of grease ordered.

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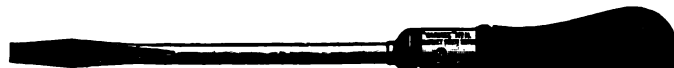
HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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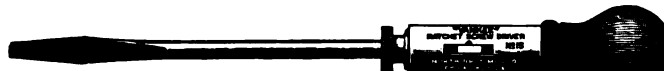
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About  
Them.



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



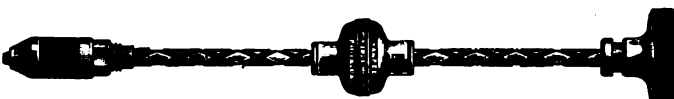
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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS,  
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Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.



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CARRIAGE TOP  
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Gives an Elastic, Durable Water-proof Gloss, and is positively safe to use on the finest stock.



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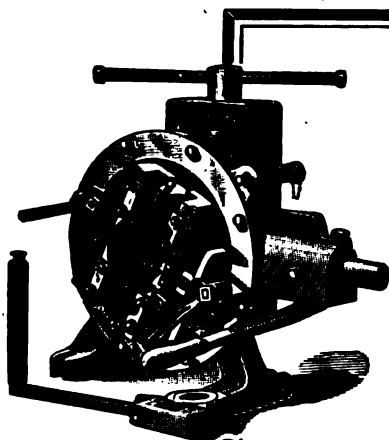
AXLE  
OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

**THE FRANK MILLER CO.,**  
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## YOU CAN TAKE THE MACHINE TO THE WORK

and save almost any amount of time over cutting and threading pipe by hand with a cutter and stock.

Armstrong's Pipe Cutting and Threading Machines are light, strong, compact and portable in all sizes up to 4".

Interesting and complete catalogue free.

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## WHITE DAISY

The Most Perfect Rubber Type  
of Washer Ever Produced

Double Ball Bearing Throughout, Corrugated Tub, Hinged Cover, Adjustable Drip Board, and Fully Guaranteed.

**WHITE LILY WASHER CO.**  
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IRON AND STEEL  
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Plates, Sheets, Wire, etc.  
444-446-448 FAIRMOUNT AVE.  
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The United States Government will expend next year

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The various items, the competing bidders, the prices paid, the successful contractors, and, above all, the opportunity to bid for the work or supplies required, can be had from the weekly

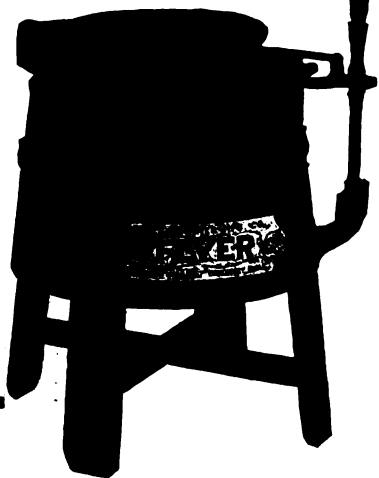
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Send for samples and Pamphlet  
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JERSEY CITY, N.J.



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There is but a certain class of people who buy washing machines and that class usually does not possess the heaviest purse, and can't afford buying a washer with a fancy price tacked to it. Therefore we again call your attention to our

## "Flyer Lever Rotary"

which machine we offer to you at a price which enables you to sell it at a *good* profit and still be able to catch nearly all, if not all, of the trade that buys washing machines.

Write for particulars and exclusive Agency. If the latter is granted to you it means three things:

1st. Pleased Customers. 2nd. Increased Sales. 3rd. Money in your pocket.

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# IT'S THE STANDARD

by which all other Mowers are measured—the scales in which the good and bad features of the Mower world are weighed.

## Goldwell's Improved Horse Power Lawn Mower

Used exclusively by the United States Government, and in the parks of Greater New York, Buffalo, Detroit and many other large cities.

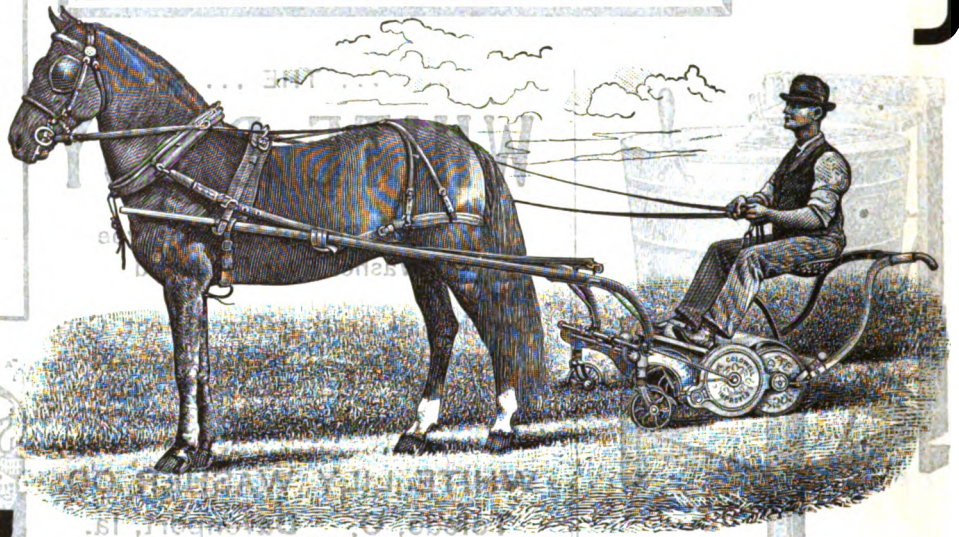
**COLDWELL MOWERS ARE DIFFERENT**, and better than all others. They require very little power to cut and no pushing to sell.

Dealers who handle them know this to be so.

YOU find it out, too.

Our superior line of Hand, Horse and Motor Power Mowers are all described in our catalogue. Send for it.

**Goldwell  
Lawn Mower Co.**  
NEWBURGH, N. Y.



Coldwell's Improved Horse Mower.



## "Mascot" Steel Lamp Brackets

Are well known for their safety and durability.

A hand or wall lamp once placed in a "Mascot" Self-Locking Fount Cup is held firmly in its place.

We make 15 styles Lamp Brackets; also Window Shade and Lace Curtain Brackets.

**Remember:** All our Brackets are made from best Bessemer steel, strongly riveted together and finished in black enamel.

Just get a copy of our catalog and see what a profit making line we have!

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## WE ARE HEADQUARTERS FOR EVERYTHING IN HARDWARE

Including Cutlery, Sporting Goods, Guns, Etc.

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Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market to-day.

**TROUT HARDWARE CO.**  
174-176-178 E. LAKE ST.  
CHICAGO, ILLS.



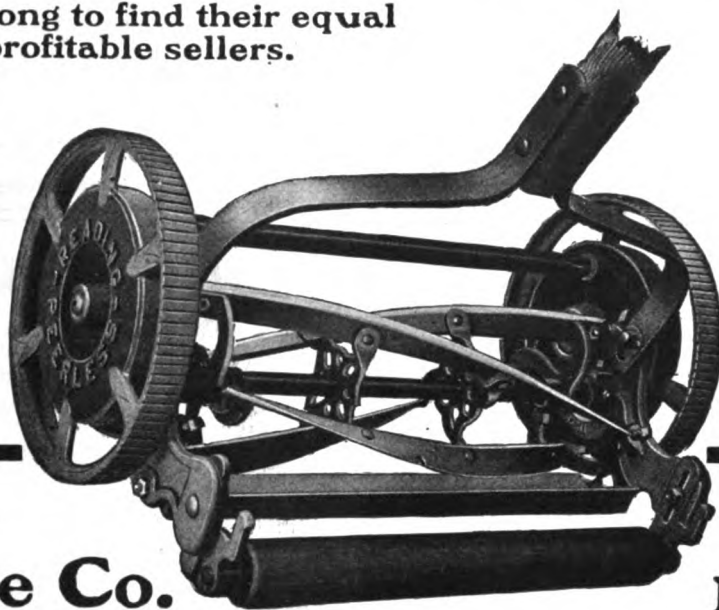
# "PEERLESS"

In every respect is the New Line of "Reading Mowers." They are made in a new plant--by new machinery--from new patterns. We make

## Fourteen Styles--All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

Each style and size has ball bearings and parallel bearings.



You ought not to be without our catalogue and prices. Send for them to-day.

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**Philadelphia**

617 Market St.

**Reading,  
Pa., U. S. A.**

**Chicago**

105 Lake St.



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That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

### A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

**THE CRYSTAL COFFEE MILL** with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

### THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

The Gem Mop Head.

**THE JEWEL COFFEE MILL** with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

**THE EIGHT SPACE SPICE CABINET** is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Eight Space Spice Cabinet

Write for Our Latest Catalog

**ARCADE MANUFACTURING CO.**

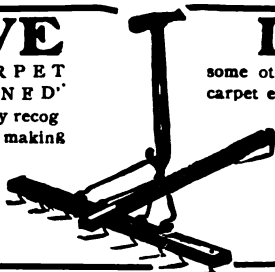
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HERMAN KORNHAURENS, Representative, 111 Murray St., New York.



**PROGRESSIVE**

Always handle the best — The "EXCELSIOR CARPET STRETCHER and TACK HAMMER COMBINED" satisfies the most exacting customer. Housekeepers instantly recognize its merits as a time, labor and temper saving device, making sales easy. Light, Strong, Easily Operated, folds compactly, each in a neat box with instructions and fully **WARRANTED**. Teeth will not tear carpet. Stretcher locks in any position and can be instantly released for new setting without bother of backing up Tooth Bar, as with

**DEALERS**

some others, or re-adjusting in any way. Stretches 16 inches of carpet each time set, more than any other. A Tack Hammer is part of the machine and therefore always at hand. **NOT SOLD TO CATALOG HOUSES**, hence a **PROFITABLE** specialty for the Dealer. Ask your Jobber for the "EXCELSIOR" and accept no other "just as good".

Made only by

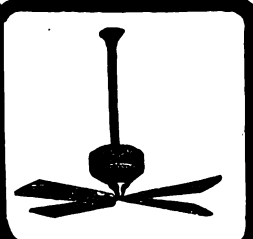
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GALLEN, MICH.

**FANS**

**WATER FANS FOR DESK AND WALL ONLY**  
**ELECTRIC FANS FOR CEILING, DESK, WALL OR COLUMN, ANY VOLTAGE.**  
**ALSO WATER MOTORS AND BELT DRIVEN FANS**

SEND FOR CATALOGUE AND PRICES TO

**D. L. BATES & BROTHER, Dayton, O.**

**CHENEY BELL FACE HAMMERS**

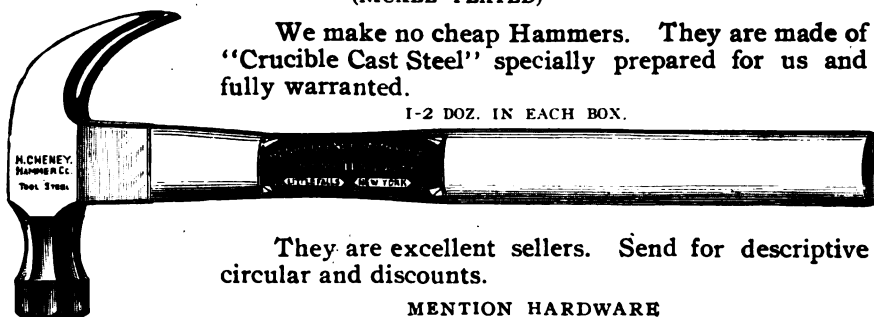
(NICKEL PLATED)

**Our Motto**

The Best  
Material

The Best  
Labor

Square  
Dealing



We make no cheap Hammers. They are made of "Crucible Cast Steel" specially prepared for us and fully warranted.

1-2 DOZ. IN EACH BOX.

They are excellent sellers. Send for descriptive circular and discounts.

MENTION HARDWARE

**Our Hammers**

Have an  
enduring  
reputation  
for stubborn  
endurance  
in roughest  
usage.

**5/6 HENRY CHENEY HAMMER CO., Little Falls, N. Y., U.S.A.**

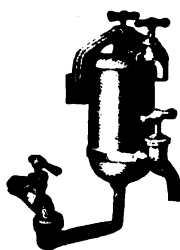


C-2

**Spring Is Coming**

and with it muddy water making a demand for good drinking water filters. The "LYNN" quality is sure to please. They are never dead stock after once handled. A dozen styles and forty sizes to select from.

Write to-day for prices.



Style C

**The Lynn Filter Mfg. Co.**  
**Cincinnati, Ohio.**

**No Better Time  
No Better Place Even**

TO BUY

**FISHING TACKLE**

Send for Free Catalogue

**CLARK-HORROCKS CO.,**  
Utica, N. Y.

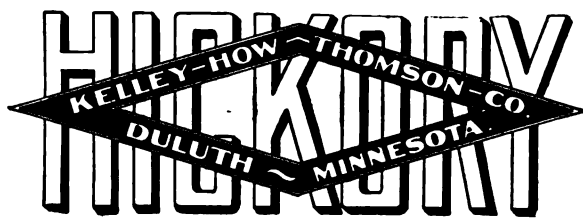
To be strong and durable the foundation must be solid. That's why **MALLEABLE SHOD** Barrows stand the test. Do you sell them? If not, why?



Ask us for a catalogue.

**THE BRYAN MFG. CO.**  
**BRYAN, OHIO, U. S. A.**





## THE BEST IN QUALITY

is what this trademark means on a package of paints or varnishes. Doesn't that mean something to you? Wouldn't it bring you more trade if you had a reputation in your locality for selling "The Best in Quality?"

The carefully selected materials, improved methods and skilled labor employed in the manufacture of ~~HICKORY~~ High Grade Paints and Varnishes result in a product which we can absolutely guarantee is the "Best in Quality" that can be made.

### KELLEY-HOW-THOMSON CO.,

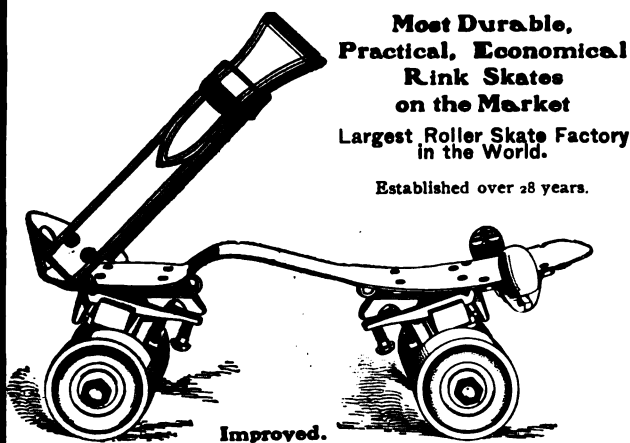
WHOLESALE HARDWARE,

DULUTH,

- - -

MINNESOTA.

## M. C. Henley's Roller Skates



**Most Durable,  
Practical, Economical  
Rink Skates  
on the Market**  
Largest Roller Skate Factory  
in the World.

Established over 28 years.

**"The Easiest and Lightest Running Skate on Earth."  
Used in All Principal Rinks.**

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nicked or bronze finish.

**Ball Bearing Noiseless Club Skate.**

**STEEL OR BOXWOOD WHEELS.**

**POLO**—Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

**M. C. HENLEY, Richmond, Ind.**



## I t's the Better

part of wisdom to stock up with Garden Hose with a reputation for hard service—

## Voorhees Garden Hose

A single trial order will convince you of this. Repeat sales will follow because claims for defect are not made.

We make Rubber Hose, Belting, Packing, Rubber Mats, Matting, etc., of Superior Quality.

Send for catalog and prices.

Voorhees Rubber

Mfg. Co.

Jersey City, N. J.



Please mention **HARDWARE** when writing to advertisers.



## The Smith & Egge Mfg. Co.

### BRIDGEPORT, CONN.

Manufacturers of . . .

### Sash Chains



"Giant," "Red Metal"  
• • Cable and Jack  
**Chains . .**

*Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.*

No. 4Q.

New York Agent: J. J. Halpin, 62 Reade Street.  
Philadelphia Agent: W. E. Trull, 514 Commerce Street.  
Chicago Agent: H. H. Munger, 142 Lake Street.  
St. Louis Agents: The Seldel Mfg. Co., Chemical Bldg.  
San Francisco Agent: S. V. Armstrong, Monadnock Bldg.

## THIS CAN

HAS A

### CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedish" Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

**THE AMERICAN TUBE  
& STAMPING CO.,**

SUCCESSORS TO  
The Wilmot & Hobbs Mfg. Co.,  
BRIDGEPORT,  
CONN.



## CENTER PUNCH

No. 18-A

### AUTOMATIC ADJUSTABLE - STROKE



No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

**The L. S. Starrett Co.**  
Athol, Mass., U. S. A.

## Akron Eclipse Levels

Are adjustable and absolutely accurate.

The glasses are completely visible in all positions.

The Eclipse bands dividing the bulbs are clear and distinct—easily seen at a distance of ten feet.

These distinctive features have made a hit with carpenters.

If you have never handled the Best Spirit Levels, try the Akron.

Ask for catalog and prices.

**The Baker, McMillen Co.**  
No. 17 Bowery Street,  
Akron, Ohio.



Please mention HARDWARE when writing to advertisers.



# HARDWARE

The Columbus Show Case Co., Columbus, Ga., have just moved into their new plant, which is one of the largest and best equipped fixture factories in the world.

Thomas W. Harold, 1332 County Street, Portsmouth, Va., contemplates putting in a line of Baseball Goods and Sundries, and would be pleased to have catalogues and prices.

The Pacific Hardware & Steel Co., formerly at No. 90 West Broadway, New York, have moved their New York offices to Rooms 604 and 605, Postal Telegraph Building, No. 253 Broadway.

The Cobb, Whyte & Laemmer Co., dealers in Builders' and General Hardware, Cutlery, Tools and Contractors' Supplies, at 45 Clark Street, Chicago, would like to have catalogues sent them by manufacturers in their line of business.

The Jones Hardware Co., of Richmond, Ind., have distributed a striking business card, 4x3¼ inches in dimensions, bearing on its face an exterior view of the large main building of the company. Mention is made of the fact that their business was established in 1884 and incorporated in 1894. On the back of the card is enumerated the large line of goods handled by them.

The New York headquarters of the Union Mfg. Co. of New Britain, Conn., at present at 103 Chambers Street, will be moved about May 1 to Room 107, Havemeyer Building, 26 Cortlandt Street. Arrangements have been made for carrying an adequate stock of goods in the basement of the building. The removal is made to this building because of its proximity to the machinery houses, an important part of the company's business being in lathe chucks.

A. J. Barnes, 21 State Street, New York, exporters of all kinds of Hardware, will move about May 1 to the new West Street Building, West and Cedar Streets, just erected. Mr. Barnes was for a number of years New York manager for the Whitman & Barnes Mfg. Co., making several trips around the globe in the interest of that company, each trip occupying him two years. He has a large trade, especially with Australia, New Zealand, South Africa and South America.

*The Cortright Metal Shingle Advocate* is out for April—its leading article for the month modestly informs its 35,000 readers that the Cortright Shingles are celebrating their 21st birthday. We heartily congratulate them. Their record is one to be proud of, as roofs put on when they first started to manufacture are as good as new to-day. On page six of the *Advocate* is a picture of Midland College, Atchison, Kansas—this roof was put on October 1888, has never needed repairs and is in perfect condition to-day. Send for their 56 page book "Rightly Roofed Buildings." It is free and well worth reading.

## THE CENTRAL HARDWARE CO.

The Central Hardware Co., who have been conducting a Hardware store at 311 Chillicothe Street, Portsmouth, Ohio, for a number of years, have opened a similar store at 292 East Gallia Avenue. Both stores will be under the same management.

## THE JOHNSON & FIELD MFG. CO.

The Johnson & Field Mfg. Co., Racine, Wis., report that they have been very busy this Spring, and are way behind in their orders. They have received quite a number of large orders from South America and Mexico. The president of the company, J. F. Johnson, expects to take a trip to Mexico the first of May to cultivate the fanning mill business. This

Company are large manufacturers of Farm and Warehouse Fanning Mills, Land Rollers, Broadcast Seeders, Dustless Grain and Seed Separators, etc.

## STANDARD CASH REGISTER CO.

The Standard Cash Register Co., of Wabash, Ind., who produce an Autographic Register meeting with great approval by the Hardware trade, have just made a shipment to the City of Mexico of fifty registers, being the first instalment of a large order placed by a large house for the purpose of canvassing thoroughly the entire Republic. The favor with which this Register is looked upon by the retail Hardware trade is evidenced not only by many letters of commendation, but also by the rapidly increasing trade, which has just necessitated their adding a fine stone plant for the manufacturing of their product, having floor space of 15,000 square feet, outside of wings for general purposes, such as engine room, dry kilns, storerooms, etc.

## WASHINGTON CUTLERY CO.

It is not generally known by the trade that the Washington Cutlery Co., of Watertown, Wis., known as Village Blacksmith Folks, manufacturers of Butcher Knives and Cleavers, under that trade-mark, are also extensive manufacturers of a line of Mechanics' Tools, on which they are enjoying a trade in every State in the Union. This line consists of Grass Hooks, Corn Hooks and Knives; Cold, Diamond Point and Cape Chisels; Ripping and Claw Hammers; Draw Shaves, Beet Topping and Putty Knives, etc. The goods are also made under the well and favorably known brand of "Village Blacksmith," and are of the same high grade as the Butcher Knives manufactured under that same brand. A catalogue of their full line will be gladly sent upon request.

## J. W. MILLER LOCK AND HARDWARE WORKS.

J. W. Miller Lock and Hardware Works, Lancaster Pa., have just completed plans for their new factory building, which will be started in the very near future. When this is completed, they will have at least four times their present capacity. This move was made necessary by the fact that their present quarters are by no means adequate to take care of their rapidly increasing trade. While this building is in course of construction, the company will prepare new locks, which will be manufactured by them as soon as they get into the new building. Lock manufacturing is only a portion of their business, metal finishing, Hardware specialties and the making of brass and bronze castings being also a big feature of their business, which departments will also be improved when the new building is completed.

## DEATH OF SAYRES HADLEY.

Sayres Hadley, late with the Atlas Tack Co., died Thursday evening, April 4, of heart failure, at his home in New York. He was born in New York in 1837, and as a boy was employed by Jude Field, a manufacturer of tacks and nails in this city, with whom he remained until the commencement of the Civil War, when he was the first to enlist in a New York regiment, serving throughout the war.

On his return from the service, he went with the American Tack Co., Fairhaven, Mass., and was New York manager until the formation of the Atlas Tack Corporation. Mr. Hadley has been connected with the Atlas Tack interests, under the different titles, ever since, by the management of which he has always been highly esteemed. Mr. Hadley was a man of correct life and fine character, conscientious, and thoroughly reliable. He was a member of Pilgrim Church, New York, for over 30 years, and belonged to Alexander Hamilton Post, G. A. R., and Bunting Lodge, F. & A. M. He is survived by a widow.



# HARDWARE

DEVOTED TO THE  
AMERICAN HARDWARE TRADE

Published on the 10th and 25th of each month by  
**HARDWARE PUBLISHING COMPANY**  
309 Broadway, New York

SUBSCRIPTION \$1.00 PER YEAR      TO FOREIGN COUNTRIES \$2.50  
TEN CENTS A COPY  
ADVERTISING RATES ON APPLICATION

**VOL. XXXV      APRIL 25, 1907      No. 2**

## EDITORIAL TRADE REVIEW.

The volume of business from all reports continues to be extremely large, and the confident buyers feeling how strong are their convictions on this point, jobbers are urging the manufacturers to deliver the goods already specified for May, which will be used to satisfy their own customers by yielding the stock that will keep them busy, and making their individual deliveries of some moment. Prices are growing steadier, especially on lines that have already felt the sanguine movement of one advance, and the trade are supposed to get their present stocks well grounded on the basis of a slight advance at least, that is in harmony with present quotations on such staples, quotations on which are well braced and leveled up to date of prevailing prices. Notwithstanding the backward character of the weather, which really has given us the coldest average for the month of April in years, the seasonable goods are going off in good shape and retailers are purchasing early, having a fear that later when they have to supply the wants of a growing vicinity they may find the goods they need are already among the missing. Manufacturers already have enough orders on their books to be satisfied with, and they are doing their best, beyond a doubt, to fill such orders complete. They have in some cases suspended the selling by their salesmen of orders for Spring goods, feeling confident it will tax their energies to the utmost to do justice to the Spring orders they have, before the vacation season shall arrive. They are burdened with the knowledge which impairs their ability to modify, that raw material is still scarce, and this alone, with the serious shortage in cars, handicaps their efforts to supply to the fullest extent a fair share of the goods they have been capable of taking orders for. The ability of the makers to supply was helped by the slight relaxing in the demand, which the cool weather permitted, and enabled them to catch up with their most urgent orders. The waiting jobbers who were wise in ordering early at a price that is unknown to-day, are fearing that the manufacturer is filling orders taken at advanced rates, and letting the early orders take a back seat, knowing well enough they will always be taken in stock at the lower price.

There seems to be only one fear to contend with, and that only exists in the imagination to-day, and that is, should the crops prove below the average of the past few years it will create forebodings that will jeopardize the Fall business to an extent worth regarding. Since we had anything of so demoralizing a tenor to speculate

on we have had grow up in the Hardware business a younger and more sanguine set of buyers, that give a stability to the manner of doing business, which eliminates entirely the element of speculation.

There has been a heavy output of every description of goods indicated by the reports that have reached us, showing March sales, which have been followed by a volume of sales for April as far as heard from which shows no signs of weakness anywhere. Next month will show an active vigor that the trade is looking forward to with confident pleasure, the general tendency toward higher prices which has been noted having reached its limit, and congenial weather completing the outfit we may look for the busiest month the trade has known.

## A LITTLE EYE-OPENER.

There is said to be nothing so bad but what it might be worse; there is nothing so utterly useless but what it might be put to some good use. As an eye-opener to many a sleepy dealer, the mail-order house catalogue is a whole brass band at the head of a torch-light parade.

"I never thought before that people would go to a Hardware store for that," remarked a small-town dealer recently in the writer's hearing, "until I noticed it was listed in the Hardware department of a mail-order house catalogue. Oh, yes, I read them regularly now; it used to be spasmodic, till I got my awakening jolt over this little article. When I first saw it listed I laughed to myself, then got to thinking it over and wondered, why not; then it occurred to me that I had had a few calls for that very article. Now I look over all the mail-order catalogues I get my hands on and very often get awakened to some new thing that I ought to keep and don't. Those fellows as a rule are bright men, and know what the people want, often better than I do. Several articles they have by their lists induced me to keep in stock I have found to be exceptional sellers.

"It has taught me this lesson, too. If I, with a life-long experience, do not know what I want to keep in stock until I see it listed elsewhere, it is pretty good evidence that there are others who want something that they do not realize until they see it; then they buy. If they had happened to see it first in some house catalogue the chances are they would have bought there and probably a lot of other stuff along with it. Who could blame them?

One thing though, make all the use possible of the mail-order house catalogue but do not leave it kicking about the store or office. If a customer happens to see it he may become interested, if he hasn't any particular scruples against dealing with foreign firms; if he has, he will conclude that I am myself a patron of the catalogue-house and that if he is to take that quality of the goods from the local store anyway, he may as well send off direct and get the goods first hand. It's good logic on his part, if he catches you studying these catalogues; but it isn't good business on your part to let him catch you."

## THE AUTOMOBILE TRADE.

No Hardware dealer during the summer months can afford to ignore the automobile supply trade, even though not an auto is in commission within the limits of his territory. No locality is exempt from their invasions any longer and there is no person on earth who has a more insistent use for the Hardware store, no matter at what prices, than the autoist who has had a break-down.

This does not mean that the Hardware dealer is justified in levying ungodly toll on the misfortunes of another; still he may safely expect and conscientiously demand somewhat greater remuneration on the sale of articles so irregular in demand than on the staples of his locality, and the average autoist will be only too glad to pay the extra profit. It is a matter of frank confession among autoists that there is an element of safety to them in the out-of-town Hardware store prepared to take care of their usual road troubles and not a few of them reciprocate by giving as liberal a patronage as their conveniences allow to the dealers who invite their trade.

The auto trade is somewhat clannish. Most of their periodicals are full of pleasant-route schedules, written up by some one who has been there and does not fail to tell the details of bad roads, fine scenery, and good treatment had along the line to his fellow autoists. Because the auto has been a comparative



stranger to some locality is no sign that a troupe of them may not of a sudden render their "honk-honk" a continuous performance for days, attracted there by the favorable report of some lone pioneer explorer. Autoists as a rule like variety and novelty and are constantly pushing farther and farther out into the hitherto unknown by-paths of travel.

The mere chance of an autoist's invasion would not justify a Hardware store in stocking up with all the nick-nacks of the trade, but it does justify every Hardware dealer in studying up a little on the construction of an automobile, enough at least so that he will know the headlight from the steering wheel and is not in danger of mistaking the horn for an oil cup. Furthermore, he ought to have a man about him with enough automobile knowledge to give a broken-down road-engine as intelligent attention as could be accorded the steam-thresher outfit. This does not require such an unreasonable expenditure of time or cash. A good assortment of the smaller and least costly accessories, and enough familiarity with the general make-up of the machine to make the most of the material at hand, will generally be sufficient to send the autoist upon his way, a little wobbly, perhaps, but still with a favorable impression of the man who got into motion again.

Almost always when an auto breaks down the owner takes his troubles to the nearest Hardware store, if he can get it that far; if not, he takes himself there with his tale of woe. As a general thing, too, is able to pay a fair price for the service if efficient service can be rendered him; it's up to the Hardwareman to answer that. Any well-equipped Hardware store is likely to have something that will do for a temporary make-shift, if nothing more, providing the man behind it knows his business well enough to suggest the proper combination. Frequently, in the case of an extended tour, the use of inferior gasoline is the direct cause of the difficulty. A little judicious cleaning and a supply of first-quality fuel will in that case be all-sufficient. One dealer, in the writer's knowledge, by simply making a practice of keeping a supply of high-grade gasoline in constant stock during the automobile season, attracted to himself a wide notoriety among autoists who, knowing from past experience, either personal or reported, that good gasoline could be obtained there, would travel some miles out of their logical course for the sake of stocking up with a fuel upon which they could depend. Many other articles were sold to these gasoline patrons and the auto trade proved one of the most profitable that dealer handled.

The sale of the automobile itself is quite another matter. In the cities, of course, there are special agents and the general Hardware dealer might not in many instances be justified in entering the field. In the smaller cities, however, in towns, even in country villages there are almost always a few men of suincent wealth and endowed with enough interest in easy locomotion to become interested in automobiles. In such places the individuality of such well-known citizens is generally an open book to every tradesman, and there is an opportunity for the development of a local automobile trade that very few Hardwaremen are taking the advantage of the profits a sale would justify. Often an article sold at a profit of 25 cents or 50 cents requires some little time and trouble to land safely in a buyer's hands. On the same time schedule the sale of one auto might require months of consummate diplomacy and still be the more profitable transaction of the two. Of course it is the "quick sales and small profits" idea that the Hardware dealer must adhere to for his success; still that is no reason why a large sale should be referred to some adjoining town or the catalogue house for attention. Catalogue houses may not yet have entered the automobile field to any great extent; still it is safe to say that they will be there before a great many of our small-town Hardware dealers are awake to the possibilities of their own neighborhoods.

There can be no longer any question about the practicability of the automobile; it is here to stay, unless succeeded by something better. Comic papers may still amuse their readers with exaggerated records of the auto tourist's troubles; the Hardware dealer had better let his neighbors read them and himself be studying up on auto literature, learning how to overcome the various difficulties to which an auto's flesh is heir.

#### CONSOLIDATION OF HARDWARE INTERESTS.

The Pullman Manufacturing Co., makers of Hardware specialties, of Rochester, N. Y., have absorbed the entire sash balance end of the business of both Anstice & Co. and N. R. Streeter & Co., Rochester, N. Y. The latter two firms made and marketed the "Sensible" Spring Sash Balance. This makes the third sash balance business absorbed by the Pullman Company during the past three years. The transfer includes patents, machinery, patterns, tools, dies, jigs, stock on hand, good will, etc.

#### LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

#### LIVERYMAN LIABLE FOR FURNISHING VICIOUS HORSE.

QUESTION.—I hired a horse at a livery stable to go with my family to a funeral. I asked the livery stable keeper for a good, safe horse. He gave me one which he said was all right. At the railroad station the horse was frightened by a train and ran away, breaking the wagon and injuring my wife. Who pays for the wagon? Can I sue the liveryman for the injuries? I find that the horse has run away several times before.

REPLY.—When a horse is hired at a livery stable there is an implied agreement or warranty on the part of the liveryman that the animal supplied shall be fit for the purpose of driving. This warranty exists, it seems, even though the liveryman did not in fact know that the horse was vicious. It follows that if while you are exercising due care that the horse became frightened and ran away, you are not bound to pay for the damages to the wagon and you can compel the liveryman, in an action at law, to pay for the injuries sustained by members of your family.

#### TELEGRAPH COMPANY NOT LIABLE FOR MONEY STOLEN BY MESSENGER BOY.

QUESTION.—I wanted to send \$50 to the bank and called an A. D. T. messenger boy. He took the envelope containing the money and has not been seen since. The company will not make good my loss. Can I compel them to do so?

REPLY.—According to recent decisions in New York and in Massachusetts you cannot. Unless, perhaps, you can show that the company was negligent or careless in the selection of the boy employed by it. The reasoning of the courts is that the company is not like a railroad company or express company—a common carrier. It simply furnishes boys to take the messages and perform the commands of its patrons, and while the boys are so engaged, they are regarded as the servants or employees of the persons sending messages.

#### INNKEEPER'S LIEN.

QUESTION.—"A" goes to "B's" hotel and stops for three weeks, running up a bill for \$55. While there he bought a set of Dickens' Works for \$30 and paid the first instalment, signing the ordinary form of contract, which provides that the purchaser shall not own the books until the last instalment is paid. "A" has gone away and the only property left by him at the hotel is the set of books. The company from which they were bought now demands them. Can "B," the hotel keeper, keep the books as security for his bill?

REPLY.—Both at common law and under modern statutes in the several States, the proprietor of a hotel or inn has a lien upon all the goods and property of his guests brought to the hotel, for the payment of his bill. This right the law gives the hotel keeper because he is under a duty to receive any proper person applying to him for entertainment. According to most of the decisions this lien is not restricted to the property actually belonging to the guest, but attaches to all property brought by the guest to the hotel, even though it was in fact owned by some one else. We think that if the publisher of the book entrusted their property to "A" while he was a guest at "B's" hotel, they thereby took the risk that the set of books might be held as security for "A's" bill. The hotel proprietor need not give them up until the bill is paid.

#### LIABILITY OF GUARANTOR OF COLLECTION.

QUESTION.—"A" made a note to "B," and "C" wrote on the back of it "For value received I hereby guarantee the collection of the within note." "A" has not paid the note. Can "B" sue "C" at once or must he first sue "A"?

REPLY.—"C's" guaranty was one of collection, not of payment. The guarantor of collection undertakes that the debt shall be collectible by process of law and does not himself become liable until the creditor has exhausted his legal remedies against the debtor. In other words, before "B" can sue "C" upon this guaranty, he must first get a judgment against A and issue an execution and have it returned unsatisfied. All this must be done with due diligence, or the guarantor cannot be held liable. If "C's" guaranty had been "of payment," his liability would have attached just as soon as "A" defaulted in payment of the note, and "B" could have sued him at once without first bringing an action against "A."



### ON THE ADVANTAGES OF CHANGES.

By B. A. CHAMBEAU.

Have you ever seen some come into the store, stroll around, looking casually, and say, "Well, what's new?"

Now, that question is usually not literal, but sometimes it is. There is always a suggestion underlying it. The inquirer is in a receptive mood if you have anything interesting or novel to show him. He is not in a hurry.

Frequently such a beginning presages a boring conversation which will waste your time. It depends on your man. You know his characteristics. Dispose of him accordingly.

But there is a thought to be grasped in this common question. If there was an air of freshness, novelty about the store, the inquirer would see it. That question would not be asked. It would appear obviously absurd.

It is a good thing, then, to change the appearance of things a little once in a while.

It excites comment. It causes thought. It helps sales.

Every one knows how some housekeepers periodically move furniture about the room seeking new effect by re-arrangement. Nothing rewards them so much as to prove their correctness of idea by having a visitor ask, "Why, when did you buy that cute little table?" What happiness to reply, "Why, we've had that for five years."

"Well, I declare; I never saw it before."

"Oh, yes, you have. It used to stand in that dark corner next the bookcase."

"Well, who'd have known it?"

Too much of that is a bit wearing in the home, especially on masculine dispositions, but it's a good thing in the store.

Move your stock about a bit. Don't do it all at once. Throw away those old-time and fly-stained price cards. Make new, bright ones.

Don't do all the housecleaning at stock-taking time.

Your stock is like a suit of clothes. It will look new when cleaned and pressed.

Rearrange it and put it in a new light occasionally before your customers.

### A LESSON FROM EDISON.

Thomas A. Edison tells us that when the first reports of the battle of Pittsburg Landing came to Detroit he was a newsboy on a train running between that city and Port Huron. His usual daily sale was forty papers. That day he took 1,000 and hired the telegraph operator to wire an announcement of the battle on ahead of his train. At every station he was besieged by anxious inquirers for papers, sold all he had, his whole stock being finally exhausted at fancy prices, the total day's work netting him \$100. That was probably his first advertising venture. Had he been like many retailers he would have had the telegrapher wire the fact that Edison was on the train with a big supply of fresh papers, but would have forgotten to mention the point in which the public were interested, the battle, at all.

Every day a vast amount of advertising effort is wasted in trying to reach the public over the bridge of personality. If the goods in stock will sell at all it is because there is some reason why people ought to want them. Get that reason before the people. Never mind the advertiser's personality; don't put too much weight upon the goods. Get at the reason why the public wants them or why they ought to want them. Forget personality; think only of "the battle," and then be sure to be on the right spot for delivering the goods when public enthusiasm is aroused.

### SECOND ANNUAL ADVERTISING SHOW.

*Madison Square Garden, New York, May 16 to 23.*

The second annual Advertising show at the Madison Square Garden, New York, will open on Thursday, May 16. The show will be continued for seven days, closing on Thursday of the following week.

The success of the first Advertising Show in New York last year, inaugurated by George F. Parker and J. L. Bieder, who have managed two similar shows in Chicago with marked success, has drawn great attention to the coming show in New York among manufacturers. With the contracts now in hand for space for this year's show, the Advertising Show of 1907 promises to be the most exhaustive exhibition of advertising features ever held.

Every year brings forward something new, strikingly novel, and attention-drawing, the conception of the most advanced makers in the manufacturing arts. For the coming Advertis-

ing Show these exhibits will eclipse those of any previous exhibition of the same kind. Advertising features do not alone occupy all the space for exhibition purposes, since the makers of every kind of utility will be represented in so far as it may apply to advancing general business through advertising.

To the general public the Advertising Show will have the same interest as any of the other large exhibitions that have been held in Madison Square Garden. Working machinery making advertising matter, displays of illuminated postal cards, bank note engraving, high art calendars, photo engraving, art lithography in its various phases, multi-printing processes, the latest inventions in quick changing and progressive electric advertising signs, window display announcements of all kinds, other devices that quickly arrest attention and are unique, small novelties worth preserving, are but a few of the hundreds of exhibits already arranged for and which the general public will find interesting.

The average attendance at all previous advertising shows conducted by Messrs. Parker and Bieder, the originators of the Advertising Show, for a single week has been 250,000, which indicates the interest taken by every class in this kind of exhibition.

### A FAMOUS TRADE MARK.

For twenty-five years the "Kingfisher" trade mark, shown here, has graced every package of braided silk fish lines known by that name. This trade mark is an absolute guarantee to both dealer and sportsman against getting poor silk lines. Ever since E. J. Martin established his fish line business at Rockville, Conn., twenty-five years ago, the quality of "Kingfisher" Lines



A FAMOUS TRADE MARK.

has backed up the guarantee of the maker in every respect. His rapidly growing business is now conducted by his sons. Their entire factory at Rockville is devoted to the manufacture of "Kingfisher" Lines exclusively in an almost unlimited variety, described and finely illustrated by full-sized half-tones in their catalogue. Every Hardware dealer handling sporting goods should be in possession of a copy to cater to the tastes of discriminating sportsmen in his own town.

### MEETING OF BRASS MANUFACTURERS.

A meeting of the National Association of Brass Manufacturers was held at the Hollenden Hotel, Cleveland, Ohio, on April 8-9, practically all the members being in attendance. The committee on Tubular Goods appointed at that meeting consists of H. J. Guerink, Cleveland; A. C. Cogswell, Detroit, Mich.; E. F. Niedecken, Milwaukee, Wis., who are to report at the next meeting of the Association, which will be held June 25-26 at the Hotel Touraine, Boston, Mass. Several new members have been added to the roll. F. K. Dibley, of Milwaukee, was appointed chairman of a committee to co-operate with the Detroit Brass Manufacturers' Association, who sent a delegation to the meeting to secure the co-operation of the National Association in bringing about some reforms in the trade, and who were given a hearing.

THE STOVER MFG. Co., Freeport, Ill., have just received from their printers two new special catalogues, one devoted to double-acting floor hinges, the other to stove and furnace accessories. A number of new articles are displayed which will interest the trade.



## A MONEY-MAKING SIDE LINE.

If there is a side-line to-day which assures the wide-awake Hardwareman, even in a city of smaller size, of quick and sure profits, it is Automobile Supplies.

## A BIG BUSINESS.

The vastness of the automobile industry can be estimated in part by the constantly growing number of Automobile Exhibitions held from time to time in all the large cities like New York, Chicago, Philadelphia, Boston and others. Travel about the country and you will find such exhibitions even in cities of less size in New England, New York State, Pennsylvania, as well as throughout the Middle West. We are informed by good authority that the sales of automobiles at these exhibitions have reached the one hundred thousand mark during the past three months.

## MANY PARTS—MUCH PROFIT.

Nor can the automobile claim the simplicity or frailty of "the deacon's one hoss open shay." Most of them are substantial affairs. They are well made—must be—to withstand the wear and tear of fast driving, skillful and skillless, on roads good, bad and indifferent, saying nothing of weather conditions which are not always conducive to the long life of a machine. The number of parts of each machine is legion, and though well made, they wear out and must, of necessity, be replaced. Think of the number of parts that will wear in the one hundred thousand machines sold at the various Automobile Shows. Their number is almost incalculable, and the cost of repairs will amount up to thousands of dollars. \$1,000 a year for repairs on a low-priced machine is about the average. Think of it!

Need more be said to convince the aggressive Hardwareman that here is a field which, if worked properly, will yield rich returns? There was a time, when you, Mr. Hardwareman, made a good profit on bicycles and bicycle parts—why not make more money out of Automobile Sundries? You can do it. Most well informed men in the business tell us that the Hardware trade is the natural channel for these supplies—if the Hardware dealer will go after it.

## STAKE OUT YOUR CLAIMS NOW.

The automobile has long passed its experimental stage. It has come to stay, and the sooner the Hardware trade seizes this golden opportunity of handling Auto Sundries, the better for it. A "golden opportunity?" Yes,—for, who are the thousands of automobile owners all over the country? Workmen? No. Clerks? No. Small shop keepers? No, but it's the man of means, and the woman of means who are the owners of \$2,500, \$4,000, \$7,500 and \$10,000 machines to-day. They have money enough to pay for their automobiles in cash. They have money enough to pay for auto-accessories they may need—in cash. Cash customers is what the Hardwareman wants and needs to-day. They may not be as plentiful as customers buying nails by the pound, or farmers buying wire fencing by the foot, but the sales to customers for auto supplies will amount to a good deal more though they may be few and far between.

## GOOD ROADS HELP.

The dealer in the smaller towns should carry a conservative stock of auto-sundries. Why? Because the average owner of an automobile delights in taking his friends away from the city into the country, along the byways, the highways and hedges, twenty-five, fifty and a hundred miles away. Frequent stops are made. If, in passing through a town, they should spy the inviting sign

\*\*\*\*\*  
+ "AUTO SUPPLIES" +  
\*\*\*\*\*

before a Hardware store, they would certainly notice it. They may need gasoline, some tool, or one or more of the hundred and one parts to make their journey swift and sure, and the wide awake Hardwareman is sure to reap the benefit. Don't stop with a single sign before your store.

## EXTEND THE INVITATION

to visit your store two miles out, or more, along every highway leading to your city or town. Take to the fences. Put on them your "Auto Supplies" shingle:

\*\*\*\*\*  
+ AUTO SUPPLIES +  
+ AT JOHN SMITH'S +  
+ HARDWARE STORE. +  
\*\*\*\*\*

and you will be surprised at the number of chauffeurs in trouble with their machines, or for some other reason, who will make a bee line for your store. It's certainly worth your time and trouble.

## ONE MORE WORD.

If you decide to handle Auto Supplies for a side line, have a place for these profitable goods. Have a regular place for them. Place them near the window where they will be seen and where they will do some talking for you. Don't let your elite customer stumble over plow shares and pruning hooks to get to them, but place them within easy access.

If any of our readers desire a list of manufacturers or jobbers of auto sundries, drop us a line. We shall be glad to help you in this enterprise.

## A LESSON FROM LIFE.

It is a serious mistake to attempt too much at once because much is expected; and this is particularly true of the man who for the time being seems to be the "under dog" in a losing fight. The true measure of many a man's ability has been taken by the way he said "ouch" when adversity hit him a crack on the head. The fellow who is still game and who doesn't get confused by the bustle of public opinion is pretty well qualified to control his own business and is likely to regain control of it again.

A certain man failed in business; lost everything, was considerably in debt and, worst of all, found his credit ruined. During the frantic calls of his creditors, who sought to tie up his future acts with promises, he sat quietly down to the one task that all must do before they can do more, earning his own living.

This assured, still without tying himself up with liberal promises that he must constantly strain to meet at any sacrifice, he began to make small payments to his various creditors as he found the money to spare. Some of these payments were so small that they elicited a smile rather than thanks; still he was given credit for trying. Gradually the payments increased in size and became more regular. Finally the debt was paid, but long before that his old commercial footing was regained in the faith of his business associates. Not only did they believe in his honesty but in his ability to make good.

How did he do it? Simply by keeping his eye upon the present and never permitted the imprecations of others to tie him up with obligations based upon his hopes of the future. By trading solely upon what he had already done, and not on what he meant to do. By fixing his eye—and perhaps after all here is the main secret—upon the \$2 or the \$20 he was about to pay next, and not permitting the \$2,000 he hoped to pay some time to distract his attention. He obliged himself, he drove himself, but he held his own reins and only raced for a reasonable goal. To the lash of others he made no response. He best knew his own goad and limitations. The \$20 he laid out to pay within a certain time he paid, but he did not do so by gazing at or worrying over the \$1,980 that he had not reached yet.

## THE PURE ALUMINUM RICE COOKER.

The Illinois Pure Aluminum Co., Lemont, Ill., are the manufacturers of a great variety of specialties in pure aluminum, which have an established reputation. Few articles have met with the favorable reception by the trade when introduced that has been accorded the Aluminum Rice Cooker, of which we give an illustration. This rice cooker is made in various sizes from one to four quart capacity of inside pot. Both pots are spun from one



THE PURE ALUMINUM RICE COOKER.

piece of absolutely pure aluminum as well as cover; therefore, there are no seams or joints to leak. As pure aluminum is the most rapid conductor of any metal, the heat as fast as applied is distributed throughout the entire utensil, and consequently scorching or burning cannot take place. It is the only cooking utensil on the market that will cook rice without scorching or burning. Dealers who are continually on the alert for meritorious goods that will please their patrons, readily appreciate the advantages that this rice cooker possesses over the ordinary kind, and a large majority are carrying these rice cookers in stock. The handles are made of tinned iron for the reason if they were aluminum, they would become too hot. This article is guaranteed for twenty years.



## THE EXPORT INFERIORITY OF OUR MANUFACTURERS AND ITS TRUE CAUSE

COPYRIGHT, 1907, BY R. WOHLFARTH.

Millions of dollars' worth of business abroad is lost to our manufacturers every year, for no other reason than that our manufacturers do not enjoy the advantages and business facilities which are within easy reach of the producers of other nations.

It is probably the first time in our export history that this simple but obvious truth is advanced in explanation of the shortcomings of our manufacturers in the export field; but, once realized, this truth will promptly open the path to a material betterment of existing conditions and to a solution of the whole problem.

The anomaly of our manufacturers' position in the world's trade is generally felt, and it may justly be attributed to an unfavorable geographical location. It is necessary, however, to dissipate the widely entertained but erroneous notion that the odds which our manufacturer has against him consist in the distance at which his plant is located from the ultimate point of consumption. Let our manufacturer be reminded that producer and consumer are but rarely immediate neighbors, that the distance goods have to travel to reach their destination is, in these days of rapid transit and low freight rates, a matter of little moment, and that European producers are in this respect not any better off than he is. A matter of vital importance, however, and one which has the most intimate bearing on the transaction of all business, is the reciprocal location of Seller and Buyer—*irrespective of the different points of production and consumption*. Right here begins the inferiority of the American manufacturer, as compared with his European competitor. So marked is this inferiority, so enormous are the odds which our manufacturer has here against him that, were it not for the unsurpassed excellence of his products, one might well wonder how our manufacturer ever succeeds in disposing of any of his goods abroad.

A brief examination of existing conditions in international trade, followed by a comparison between the status of our manufacturer in the world's trade and that of the European producer, will promptly show the threefold inferiority of the former. The centre of gravity of the world's trade will be found in the *Northwestern corner of Europe*; it may appropriately be said that it is located in a small triangular territory which has a line from London to Paris for its base and Hamburg for its apex. This small territory controls not only the majority of European markets (which are the most desirable of all) but also all the other leading markets of the world, including those of South America and of the Orient. Here is transacted the bulk of all international trade; here converge all the main arteries of commerce; here are the headquarters of the foremost merchants of the world; here pours in ceaselessly all trade information from all parts of the globe; here are abundant business opportunities of the highest order; here are available all those trading facilities which are the outcome of an old estab-

lished, highly perfected trade mechanism; and here, too, is ample opportunity of making those banking arrangements which form the very sinews of the world's trade but are still out of reach of our manufacturers.

Where do we find our manufacturer in this business-breathing "scene of action," which teems with opportunities for him? He is in every sense of the word an "outsider." Inquiries which reach him from abroad are, in reality, "chance inquiries;" his buyers are "chance customers;" and if he has an agent in a foreign market it is generally a "chance agent," i. e., one who happened to proffer his services, which were accepted for want of a better opportunity; his export methods are, usually, of the very crudest order conceivable, differing in nothing from domestic "mail order" methods, for his export terms have, generally, not even reached the "c. o. d." stage! Meanwhile, his competitor, the European manufacturer, finding himself within close range of the "scene of action," has properly organized his business; he is keeping himself posted in regard to all business in his line, and, with a full knowledge of actual trade conditions, he offers his products in the different markets (partly direct, partly through carefully selected, well-qualified agents) to prospective buyers of his own choice and selection, whom he then accommodates properly in the question of payment, being enabled to do so through his banking arrangements, *without risk to himself*. Our manufacturer, it will thus be seen, is laboring under a triple inferiority:

a. He does not know what is going on in the different markets of the world, what changes are taking place from time to time, what his competitors are doing and how they are doing it, nor what the prospects might be for him;

b. He is not in touch with all desirable buyers, often does not even know of their existence and much less what their requirements are;

c. A lack of proper banking facilities causes his terms to be unreasonably exacting and a most serious hindrance to his trade abroad.

### THE SOLUTION OF THE EXPORT PROBLEM.

The ideal solution of the "Export Problem" confronting our manufacturers would be that each manufacturer should open an office of his own on centrally-located European soil, to serve as a "base" for his export operations. We are bound to witness this ideal development of our national export trade in course of time; but the export interests of few of our manufacturers have as yet reached a stage warranting such expenditure. Therefore, the only salvation for our manufacturers whose export efforts are still in their initial stage, lies in collective action. By joining hands and establishing on European soil a National stronghold, in the very midst of the most dreaded competition, our manufacturers will, individually, secure most valuable results and will, for all practical purposes, find themselves on a footing of complete equality with all old-world competitors.

### SAFETY RAZORS.

#### AMERICAN MAKE IS PREFERRED IN SPAIN.

Consul-General B. H. Ridgely, of Barcelona, writes that recent inquiries in regard to the sale of safety razors in Spain develop the fact that a considerable demand is beginning to be created for razors of this sort, the market situation being described in the following report:

Several varieties of American and German "safeties" are on sale in Barcelona. The most expensive and best known of these is a popular American razor, which is sold at retail for 25 pesetas (\$4.45), with twelve extra blades thrown in. Another is also a well-known American article which is retailed at 10 pesetas (\$1.78), with one blade, extra blades being sold at 4 pesetas (71 cents) each. There is also a cheap German imitation of the American article. It retails at 5 pesetas (89 cents), with one blade. Extra blades for this razor are sold at 2 pesetas (36 cents) each.

In Paris and elsewhere on the continent of Europe some very clever advertising schemes have been put into effect by the continental agents of one of the best known American makes of safety razors. For example, in the Boulevard des Capucines, at Paris, one sees the automatic figures of two French soldiers, one shaving with the old-fashioned razor, the other with the new American safety. The mechanical spectacle thus presented is very amusing, and great crowds continually gather about the shop

in question. Nothing of this sort has yet been done in Spain, though this is essentially a country of clean-shaven people.

#### A GOOD SALES POINT.

Barcelona, the metropolis of the Spanish peninsula, has a population of nearly 750,000, and is the great commercial and industrial center of the country. Therefore any American house having a first-class European agent who can speak Spanish or French might find it worth while to send him here. Spaniards are fond of all automatic contrivances, and such an amusing mechanical spectacle as the one above referred to as attracting attention in Paris would doubtless interest them greatly. A similar cinematographic reproduction from life might also prove a very effective advertisement.

The safety razors most liked here are those which furnish a dozen or more extra blades, which may be inserted from time to time in the place of exhausted blades, and which do not have to be honed or sharpened. The trouble with razors of this class as now offered here is that their first cost is too high. A cheap safety razor with twelve extra blades would sell well all over Spain, if properly introduced and closely advertised. If a practical safety razor exists it ought to command a sale in this country, provided it can be sold cheap. (Names of dealers in razors, etc. in Barcelona are on file in the Bureau of Manufactures.)

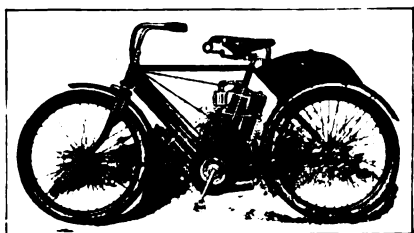


## MOTORCYCLE AND MOTOR-BICYCLE INDUSTRY

BY GEORGE W. SHERMAN.

The motorcycle is fast gaining a foothold in the motor vehicle world to-day. The growth of its popularity has been slow and steady. It has now reached that proportion which makes it noticeable, and which is tending fast to make it popular.

These little vehicles are marvelously simple, especially the "Indian," built by the Hendee Mfg. Co., Springfield, Mass., which is a machine having embodied in it simplicity, durability, power and speed. Any cycle rider can operate the machine by the mere twist of the wrist, as it is governed entirely from the grips of the handle-bars. The care and attention given in the construction of the simple arrangement in operating and maintaining it has made it possible for the layman to use these machines, requiring not much more care than that which they gave the ordinary bicycle.



THE "INDIAN" MOTORCYCLE.

The commercial possibilities of the motorcycle are astounding. There are more motorcycles used for business purposes than for pleasure, hence the stability of the industry is assured. In the large cities one will find up-to-date contractors, solicitors and foremen supplied with them; also, telephone and electric light companies, collectors, salesmen, adjusters, and inspectors. These are but a few of the industries in which they find use for them. All of them have found it a means of saving a vast amount of time and considerable money through their use.

It has taken four or five years of hard and persistent work to prove the ability of the motorcycle, and all owners to-day find that the motorcycle is the cheapest form of locomotion. It costs but one-fourth cent a mile to operate, and its maintenance for repairs during the entire year will average about \$25.00. This is remarkably low for a motor vehicle. It requires no special garage to keep it in, but it can be kept in the house or yard, and it is always ready for use.



FOR COMMERCIAL USE.

The writer had the pleasure recently of meeting a solicitor employed by a company laying concrete side-walks and he informed me that in about four months' time he had covered 8,000 miles on an Indian Motorcycle. This mileage was done in the city of Syracuse, making personal calls on their inquirers and inspecting work in course of construction. I merely cite this to show how much can be done with one in a short time.

The Indian Motorcycle can be ridden anywhere; it will scale any of the hills and mountains, and can be operated at fast or low speed at the desire of the rider. They are constructed with the finest material that can be purchased, in fact, it must be good to make the machine a success, as this little wonder does a marvelous amount of work, weighs but 125 pounds, and will carry three times its weight at great speed. The policy which the Hendee Manufacturing Co. have adopted, which is quality and not quantity, has placed their machines first and foremost on the markets in this country and abroad.

It is surprising to note that in England there are over 50,000 Motorcycles in use. They exceed the number of automobiles by about 7,000. The same proportions might be said of France. The reason for these conditions is economy. It seems that the desire to "mote" has spread over the entire world, but our brothers across the water have not been so entirely carried away with it that they have forgotten the question of economy—economy being one of the problems which they are constantly studying. They find that the motorcycle can be maintained for the entire year for less than the wear and tear on tires of an automobile, and performing the same duties as the automobile with the exception that the motorcycle will carry but one. The same conditions are now arising in this country. The motorist has been compelled to study economy, and many automobile owners are turning toward the motorcycle.



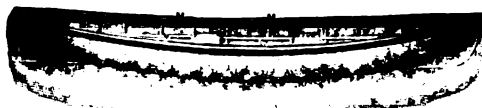
THE TRI-CAR ATTACHMENT.

To satisfy those who desire companionship in motorcycling, the Hendee Manufacturing Co. have designed, and successfully marketed, a beautiful Tri-car attachment which fits to the motorcycle and can be attached and detached at will. This device is more comfortable to the passenger, going over the rough roads, than the automobile—in fact it is much like sitting in a comfortable chair at home. The device for absorbing the shakes and the roughness of the road has overcome this. The seat can be removed from this Tri-car and the van, or box, put in its place for merchants' use as a vehicle for light delivery, making it a paying investment instead of a luxury.

The motorcycle is especially worthy of investigation. There is profit in it for the dealer and the public.

### METAL STERN END BOAT.

Ripley Hardware Co., Grafton, Ill., builders of galvanized steel launches, life boats and skiffs, are now making a new device which is recommended for use by any one living on any overflow lands. This device is a metal boat, made out of No. 18 galvanized steel, no wood being used in its construction. It has steel ribs and keel, steel seat strips and is built on the "John boat" order and is built bow or stern end, all costing the same.



METAL STERN END BOAT.

They can be used as a stock-watering trough or a feed box or fire can be built under them for boiling water for butchering, which will not hurt them in the least. When high water comes use them for a boat, and no lowland farmer should do without one of these boats, and if one never has any high water the boats will last much longer than any of the watering troughs or tanks bought by farmers, as they are much heavier.



### THE PASSING OF THE WOOD SHINGLE.

In the old days, when time did not count, the wood shingle was hand-grooved and drawn and made from well-matured timber, straight grained, free from sap, five-eighths of an inch thick at butt and four inches wide. Those shingles made good roofs.

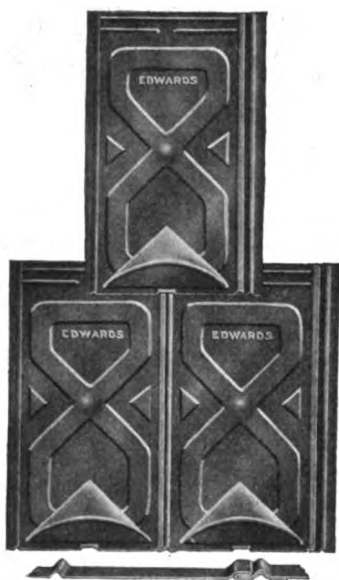
To-day the Wood Shingles are made by machinery—you can guess the rest—sappy timber, grain does not count; there is not time to examine and sort it. Those shingles may last two or three years without much repairing, then with much and constant repairing the roof may last eight, sometimes even ten years.

The Hardware dealer is offered a field for profitable enterprise in the variety of Metal Shingles that have come into favor on account of the architectural effects which can be produced with them.



A METAL SHINGLE ROOF.

"The Edwards" Metal Shingles are made of the best quality Worcester Grade Terne plate, painted or galvanized (galvanized after being formed) in sizes 7x10, 10x14 and 14x20 inches, the 10x14 being by far the most popular size. They can be applied without soldering, the use of special tools, and by an ordinary mechanic, and are guaranteed to be an absolute protection against fire and the elements, taking a very low rate of



insurance, and from the very nature of their manufacture, will last as long as the roof itself; having no soldered joints, can be readily taken off of one building and placed on another, if desired. On pitched roofs of every description The Edwards Shingles, being considerably lighter than slate, and having none of the disagreeable features, i. e., rotting and warping of wood shingles, are especially recommended to any one seeking a roof covering that shall be at once conspicuously beautiful, practically indestructible and of moderate cost. The manner of locking the sheets together forms the only perfect system of contraction and expansion, so essential in securing water-tight roofs.

The Shingles are packed one square (covering 100 square feet) in a box ready for shipping.

Manufactured by The Edwards Manufacturing Co., "The Sheet Metal Folks," 518 to 538 Eggleston Ave., Cincinnati, O. The company advise us that they will be pleased to forward samples and prices on request.

### CARE OF BRUSHES.

One conspicuously famous brush maker has declared the art of brush making to be "an art preservative." The practical carriage and wagon painter is deeply concerned in the achievements of that art, because every distinct advancement made therein makes possible an equally distinct advancement in the art of painting. To a greater extent, perhaps, than any other class or painters, the carriage and wagon painter should be interested in making up his brush equipment of tools of the best quality.

The brush made of reliable stock, having the proper "hand" and point, and which balances like a "thoroughbred," is an excellent tool to buy, regardless of the price. The vehicle painter requires a brush made scientifically, by the outlay of honest workmanship, and of material that is wholly above suspicion. A brush that has simply the price to recommend it is usually an unreliable article and worketh evil, like a thief in the night, unexpectedly. In making choice of a brush for putting on priming, lead, and roughstuff, and for such other features of general use as requires a round or oval bristle brush, the painter may properly look at the filling of the tool. Deception, if practiced at all, is usually placed where it shows least.

The first-class brush is distinctively the brush that shows quality—uniform quality—from centre to outside says the *Painter and Decorator*. Other things being equal, the brush that is made up uniformly as to its bristle equipment will develop a good point, and all carriage painters are alive to the importance of this virtue in both paint and varnish brushes. Much of the usefulness of a brush depends upon the manner of caring for it when it comes into a paint shop. The bristle brushes used for priming, lead, and roughstuff require bridling until worn down somewhat.

There are many patent brush bridles now procurable at a nominal cost which tend to give a brush better shape than the shop-made bridle. If these are not at hand, the painter can take "tufting cord" (our friends the carriage trimmers keep it) and wind the brush securely but not too tightly; or he can take a piece of lightweight rubber cloth and, extending the piece well down to the handle, tie it at the proper distance around the bristles. The rubber side of the piece should be fastened next the bristles. Then from where it is tied around the bristles, fold the piece back into the handle and tie securely. Trim off, and a bridle is furnished that is perfectly water and paint proof, the cloth side of the rubber being folded inside. For a shop-made bridle the writer finds this a serviceable one. After bridling, drop a little oil paint into the heel of the brush and set it away in a dust proof compartment for a few days.

### TELEPHONE TEXTS.

His number is 666.—Rev. xiii, 18.  
 Thou didst call me.—I Sam. iii, 6.  
 He telleth the number.—Ps. cxlvii, 4.  
 I understand the number.—Dan. ix, 2.  
 There is no speech nor language.—Ps. xix, 3.  
 I said in my haste, "I am cut off."—Ps. xxxi, 22.  
 When I call, answer me speedily.—Ps. cii, 22.  
 His name should not have been cut off.—Isa. xlvii, 19.  
 Call now, if there be any that will answer thee.—Job. xi, 10.  
 Then they waited according to their order.—I Chron. vi, 32.  
 Where is the receiver?—Isa. xxxvi, 18.  
 Let every man be swift to hear and slow to speak.—James i, 19.  
 Call now and I will answer, or let me speak and answer thou me.—Job xiii, 22.  
 Except thou give a distinction to the sounds, how shall it be known?—I Cor. xiv, 7.  
 Except ye utter words easy to be understood, how shall it be known what is spoken? For ye shall speak into the air.—I Cor. xiv, 9.

✦  
 "Give me a package of chewing gum."

"We don't keep such things."

"Well, you've got a card in the window that says 'Typewriter Supplies.'"

✦  
 Missouri has a state superintendent of public schools by the name of Gass. The state is safe, however, as the meter on the job is in the shape of a regular salary, and there is no danger of it being worked over-time.

✦  
 We would all like to be congressmen long enough to vote ourselves a fifty per cent increase in salary. We are not eligible, however, as the moral wave which has been sweeping the country has not cut off any of our outside revenue.



## RECENT TRADE PUBLICATIONS

**DIAMOND SAW & STAMPING WORKS**, Buffalo, N. Y. Large size card in colors illustrating how "delighted" is the user of the "Sterling" Hack Saw Blades, as they "do the business, they cut quick, straight, last longer than any other," and are "Best by Test." The card also illustrates a Sterling Saw, which, as it is used in a Sterling Machine, is most economical.

**ALABASTINE COMPANY**, Grand Rapids, Mich., with branch offices at 105 Water Street, New York, who are the sole manufacturers of Alabastine, the durable and sanitary wall coating, have designed and published a booklet entitled "Dainty Wall Decorations," illustrated with fifteen beautiful designs in exquisite Alabastine tints. The color designs for the different rooms in the ordinary home are shown, being intended for the purpose of offering suggestions both for wall decorations and home furnishings. Each room shows the pleasing and artistic effect that can be secured with the Alabastine tints, the cheerfulness of the home depending largely upon the brightness of the walls. Another little book containing suggestions for salesmen and clerks, entitled "Questions and Answers" about Alabastine, is also distributed by this company, both of which booklets may be had for the asking.

**H. E. HESSLER Co.**, 512-516 North Salina Street, Syracuse, N. Y., have just issued the fifteenth edition of their book, entitled "The Stove Repairer and Tin Shop Supplier." The main lines represented by this book are Stove Repairs, Furnace Repairs, Water Fronts, Fire Clays, Asbestos Cements, Putties and a general line of Tin Shop Supplies, combined with a large assortment of Hardware and House Furnishing Goods, their specialties being the Hessler Rural Mail Box and the McGuire Adjustable Roof Flange.

**KINNEAR & GAGER Co.**, Columbus, Ohio, have favored us with a copy of their monthly booklet "E" on the subject of "Interior Decorations in Metal," showing a large number of views of their Metal Ceilings, Side Walls and Wainscoting, giving interiors of banks, churches, offices, private residences, clubs and stores where these ceilings have been installed. The Kinnear Stamped Steel Ceilings are suitable for buildings of every type, and estimates will be promptly furnished upon receipt of dimensions of surface. The catalogue contains very many patterns. This company also manufacture Paneled Fire Doors and Shutters.

**C. T. WILLIAMSON WIRE NOVELTY Co.**, 52-64 Badger Avenue, Newark, N. J. Catalogue No. 70 of Cork Screws and other Wire Novelties, including Coat and Hat Hooks, Ceiling, Picture, Thumb, Paper, Message, Bird Cage, Hanging Basket and Moulding Hooks; Window Screen and Sash Lifts, Card Holders and Suspenders, Easel Back Rests, Drugget Tacks, Picture Nails, Thumb and Carpet Tacks, Stair Buttons, Vegetable Forks, Graduate Holders for prescription counters, Tooth Brush and Rubber Stamp Holders, Bottle Stoppers, Cork Pullers, Pickle Forks, etc. All styles of Cork Screws and Bent Wire Goods can be made for the trade. This catalogue containing so large an assortment of useful specialties should be written for, the Williamson Cork Screws being standard goods and universally known.

**COOPER & McKEE**, 113-121 Lorimer Street and 146-154 Middleton Street, Brooklyn, N. Y. Catalogue for 1907 of Opalite Glass Lined Refrigerators. A complete description is given of the construction and insulation of their product, all of which is of seasoned lumber, with best insulation, lining and filling, and of cleanable construction, with lid supports and swinging baseboards, extra heavy doors, raised carving, metal ice racks, steel sliding shelves, removable waste pipe, bronze trimmings, Roman gold finish, air-tight locks, self-retaining wood-wheel casters, patent syphons. All their refrigerators are double boxed, and are manufactured under the names of the Opalite Grand, Columbia Opalite, Regent Opalite, New Columbia, Champion and Household. They also manufacture a line of White Enameled Refrigerators, containing provision chambers coated with a durable inodorous enamel, which prevents any absorption of odors. Their New Domestic Refrigerators are constructed of pine, painted in imitation of quartered oak.

**C. E. JENNINGS & Co.**, manufacturers of Mechanics' Tools and Hardware Specialties, 42 Murray Street, New York, have issued

a price-list bound in stiff red boards, containing 174 pages, devoted to the goods of their manufacture, such as Saws, Chisels, Drawing Knives, Bits, Augers, Squares, Tool Chests and kindred goods. Additions to their already large line are noted, Brace and Bit Extensions, Pyramid Tool Sets, Chisels and Gouges, Folding and Adjustable Handle Drawing Knives, Handled Cabinet Scrapers, Steel Squares in intermediate sizes, Try and Miter Squares, T Bevels, Tool Holders, etc. The factories of the company are located in Yalesville, Conn.; Hinsdale, N. H., and Port Jervis, N. Y.

**WRIGHT & DITSON**, 344 Washington Street, Boston, Mass. Catalogue of Fine Athletic Goods for Spring and Summer Sports, including Tennis and Base-Ball Goods and Uniforms, Gymnasium Shoes, Sweaters, Jerseys, Bathing Snits, Basket Ball Goods and Suits, Croquet Goods, Archery Goods, Golf Balls, Drivers, Brassies and Clubs, Leather and Canvas Bags, Roller Skates, Boxing Gloves, Striking Bags, Bowling Goods, College Flags, Fencing Goods, Indian Clubs, Dumb Bells, Exercisers, Gymnasium Apparatus, Cricket Goods, Tents, etc. An athletic library forms a portion of the catalogue, giving the titles of all athletic library books now in print, grouped for ready reference, and any of the books mentioned will be mailed postpaid on receipt of ten cents.

**CHANDLER & FARQUHAR Co.**, 34-38 Federal Street and 131-135 Congress Street, Boston, Mass., have sent out their catalogue and price-list for 1907, Special No. 1. This company are dealers in Machine Tools and Supplies for Machinists, Carpenters, Automobilists, Electricians, Amateurs, etc., and also carry a large stock of general Hardware.

**JOSEPH DIXON CRUCIBLE Co.**, Jersey City, N. J., are sending to the trade an artistic booklet, envelope size, containing a short talk on the subject of Spring Painting, which will be found of interest and instruction. The subject matter is embellished with a series of half-tones showing many beautiful buildings, cottages, fences and bridges to which the Dixon Silica-Graphite Paints have been applied. This preservative is more fully explained in a new technical book, "Philosophy of Protective Paint," published by them and sent on request. The proper application of protective paint is a matter of decided importance, and all specifiers and users of paints should secure a copy of their folder on "Colors and Specifications," containing practical suggestions for painting new and old work. Particular attention will be given to letters on the subject of "Spring Painting" addressed to the Paint Department, at their general offices in Jersey City.

**KEUFFEL & ESSER Co.**, 127 Fulton and 42 Ann Streets, New York, the well-known manufacturers and importers of Drawing Materials, Mathematical and Surveying Instruments and Measuring Tapes, have recently distributed a series of circulars regarding their Automatic Print Hangers for the print room; their Folding Rules of Hardwood, Steel and Ivorine, and of Sperry's Pocket Calculator, which combines the range and accuracy of the straight slide rule with the portability and compactness of the pocket calculator.

**THE RELIANCE EDGE TOOL Co.**, makers of Chisels, Gouges and Drawing Knives, Youngstown, Ohio, with Eastern and Export Office at 74-76 Murray Street, New York, in charge of Surplus, Dunn & Co., have distributed to the trade their Price-List A. All the tools listed are warranted to be of the very highest quality in every respect—representing the results of years of experience and careful study in the production of the finest edge tools. Blank pages are bound in the catalogue, quadrille ruled, for the purpose of jotting down additional information in regard to the articles and lists in question.

**BUFFALO DENTAL MFG. Co.**, 587-589 Main Street, Buffalo, N. Y., have just issued a new edition of their catalogue "B," List No. 34, which is replete with information concerning standard Boiling Burners, Hot Plates, Instantaneous Water Heaters, etc., for household use, a copy of which will be supplied on request. Their burners are scientifically and practically correct in mixture of air and gas which will produce the greatest heat with the least gas consumption. They may also be adapted to burn any kind or quality of gas.



## NEW GOODS AND SPECIALTIES

### THE LYNN FILTER.

The Lynn Filter Mfg. Co., of Cincinnati, O., have placed on the market one of the handiest kitchen filters ever put out; strong, made of cast iron, galvanized, finished in aluminum bronze and made either to fit a smooth kitchen faucet or a screw faucet. It is easy to clean by unscrewing the churb screw on top to lift out stone and wash off, and simple to connect. They also manufacture the large entire supply filter that filters every drop of water used in the home. There are some 1,100 resi-

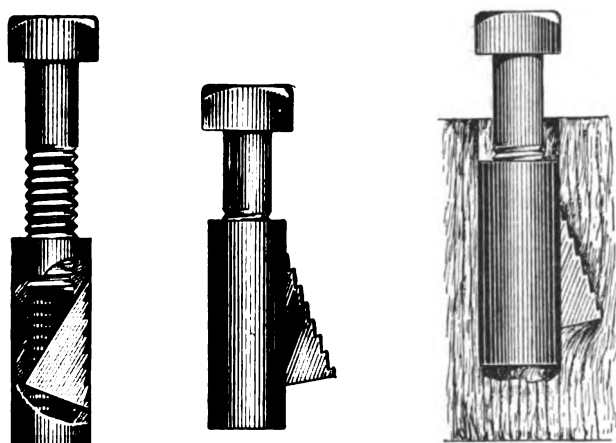


THE LYNN FILTER

dences equipped with this class in Cincinnati, Ohio, alone; and, last of all, the large steel Quartz Filter for skyscrapers, apartment buildings, hotels, etc., in fact everything conceivable in the filter line. The Lynn Filter Mfg. Co. will be glad to furnish detailed information regarding the above mentioned filters.

### PERFECTION EXPANSION NUT.

The Ames Sword Co., Chicopee, Mass., are manufacturing the Perfection Expansion Nut shown in the accompanying illustration, which is claimed to possess merits controlled by no competing articles of similar use. The simplicity of its design, shown



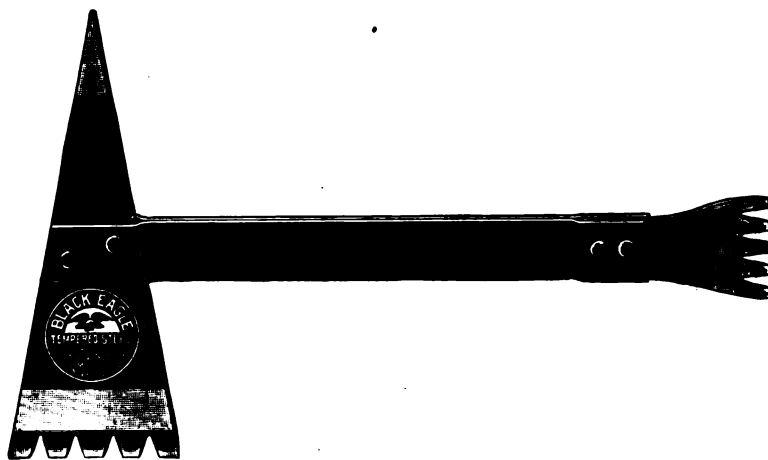
PERFECTION EXPANSION NUT.

in the easy manner of its application, contributes a great economy in time and labor, no collars or sleeves being necessary for its perfect adjustment. Its positive action is referred to, and the fact that it can be used several times in the same opening when necessary. It is claimed no special directions are required, except to drill the hole to receive the nut. Insert the bolt or screw, and screw it up. It is adapted to all uses where expansion bolts

or nuts are required. It works equally well in iron, brick or stone, and is especially adapted to wood, as it crushes into the fibre, having no tendency to split or crack. It makes a perfect joint bolt, as it is unnecessary to bore the second hole and plug it up after receiving the nut. The manufacturers' experiments have been carried on with ordinary square-head bolts  $\frac{1}{2}$  and  $\frac{5}{8}$ , and the results obtained have been successful and satisfactory. They desire information as to the dealer's requirements, and as soon as practicable they will submit prices and samples for his further consideration.

### COMBINATION ICE PICK AND SHAVER, NO. 60.

Burgess-Norton Mfg. Co., of Geneva, Ill., are placing on the market a Combination Ice Pick and Shaver, as per cut shown

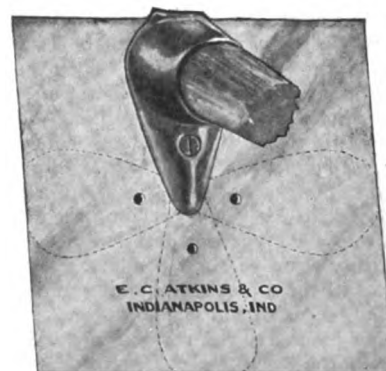


COMBINATION ICE PICK AND SHAVER, NO. 60.

herewith, which is meeting with a large and ready sale. This tool is made entirely of steel. The blades and point are tempered so that they carry a durable edge. The feature of having a Shaver in connection with the Pick and Blade, is a very desirable one, as it enables the user to both chop and shave the ice. The tool is finished in an attractive black enamel, with polished blades and point, and are packed one-half dozen in suitable cardboard box.

### FOUR HOES IN ONE.

E. C. Atkins & Co., the "Silver Steel Saw People" of Indianapolis, are introducing a four-sided Hoe that bids fair to become exceedingly popular. We show a cut of it herewith.



THE TOBACCONTION HOE.

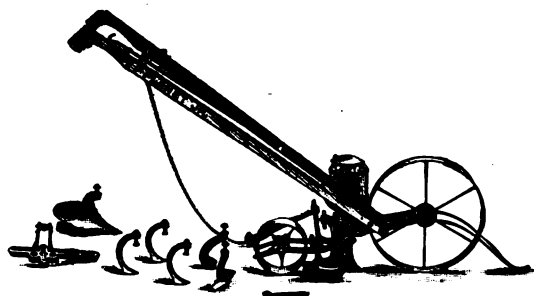
The advantages that such a tool presents are obvious. Not only is time saved through being able to sharpen all sides at once, but through the construction of the "eye" it is impossible for the handle to become loose. The Blade is well balanced and works well in hard or grassy spots, the tilt is adjusted to the proper angle and the balance of the Hoe is just right. The tool is known as the Tobaccotton Hoe, and while especially suited for use of tobacco and cotton plantations, is also equally adapted for general use. They issue a descriptive circular,



which will be sent on request. This tool may be had through addressing E. C. Atkins & Co., at Indianapolis, or any of their ten branches, at Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle and Toronto.

**PLANET JR., NO. 6, COMBINED HILL AND DRILL SEEDER, WHEEL HOE CULTIVATOR AND PLOW.**

The Planet Jr. Seeder, Cultivator and Plow, shown herewith, is offered by S. L. Allen & Co., Philadelphia, Pa. The steel carrying wheel is 16½ inches high, with forged steel spokes, making an easy-running tool. The portion of the hopper where the feed wheel revolves is machine-turned inside, and the feed wheel is also turned to fit, making the most accurate feed the

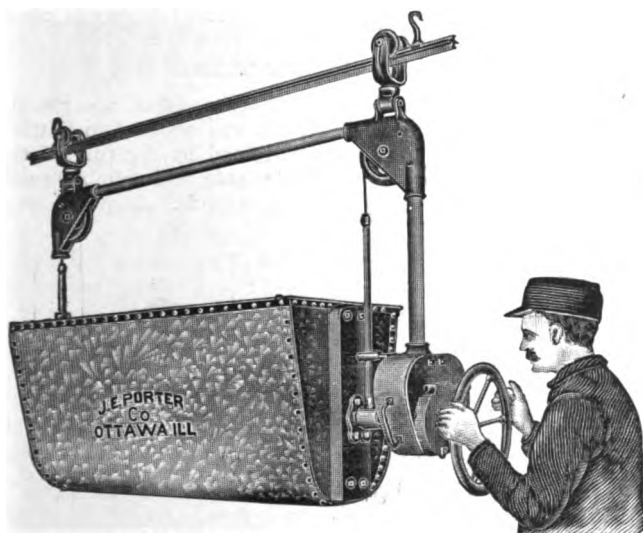


COMBINED HILL AND DRILL SEEDER.

firm has ever constructed. The outside is also machined to take the cut-off work smoothly. The hill-dropping device is made of steel and is referred to as light, strong and quick acting. It drops 4, 6, 8, 12 and 24 inches apart, the change from hill to drill and vice versa being made in a few seconds. There are three change wheels, giving five different distances, the change from one to another being made quickly. The index is of new design and easily adjusted by means of a thumb-screw. The cut-off is within easy reach of the thumb and forefinger of the right hand to prevent the loss of seed in starting or stopping. The opening plow is of a new shape to leave the seed in a narrow row. The coverers are alluded to as being ample in size and giving sufficient opportunity to swing to adjust themselves to all inequalities of the ground. The roller is large, wide and hollow faced, to leave the seed in excellent condition for germination. The roller carrier is malleable.

**AN UP-TO-DATE LITTER CARRIER.**

A strictly high-grade and up-to-date litter carrier is being offered by the J. E. Porter Co., Ottawa, Ill. The ease with which this machine can be handled is claimed by the manufacturers to appeal particularly to the user. The method of



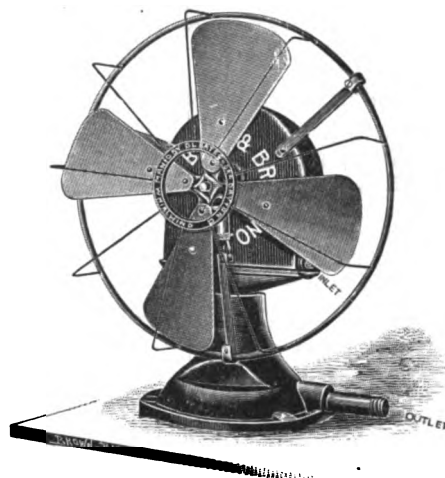
AN UP-TO-DATE LITTER CARRIER.

raising is very simple, power being applied to a set of intermediate gears by means of a 15-inch hand wheel at the end of the gear box. It is geared 12 to 1. No weight is necessary to lower the hopper, the hand-wheel being used to easily control the lowering. The hopper is made of either black or galvanized sheet steel, securely riveted and connected to the carriage by cables, which pass over the sheaves at both ends.

The working parts are all enclosed in sleet-proof cases. The track-wheels are roller-bearing, and are made to swivel on the track, and will readily conform to the curve. The flexibility of the cable reduces the friction to a minimum. The carrier will work on either the Porter Columbian or R.R. steel track. Standard size of hopper is 48 inches long, 24 inches wide, and 22 inches deep.

**BATES WATER MOTOR DESK OR COUNTER FAN.**

D. L. Bates & Bro., Dayton, Ohio, are the manufacturers of the Desk or Counter Fan shown in the accompanying cut. The Fan is arranged to set on the counter, connections to be made with a rubber hose, or it can be set permanently on shelf. Has adjustable ball and socket, so motor can be adjusted to throw air in any direction. They are nicely finished in a combination of



BATES WATER MOTOR DESK OR COUNTER FAN.

japan, oxidized copper and polished brass. This is claimed to be one of the most successful water Fans on the market. Speed, 12 inch Fan, 1,600 revolutions at 65 pounds pressure, 1-16 inch jet; 16 inch Fan, 1,100 revolutions at 65 pound pressure, 1-16 jet. Speed will vary according to local pressure, but results obtained are far ahead of any other Water Motor Fan.

**HANDY PUMP JACK.**

Fairbanks, Morse & Co., Franklin and Monroe Streets, Chicago, Ill., are the manufacturers of the Handy Pump Jack. This Pump Jack can be attached to an ordinary windmill pump stand, from 3 to 4½ inches in diameter. It is adapted for light



HANDY PUMP JACK.

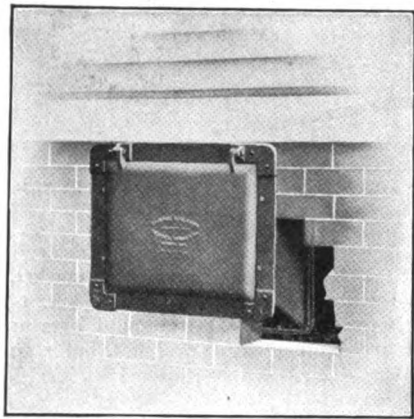
work only, will operate 3-inch cylinder against elevations up to 100 feet. It is not recommended for heavier service. The pitmans are of hard wood, 5 feet long. Tight and loose pulleys, 9 inches diameter by 2¼-inch face. Back geared 7 to 1. The pulley should therefore run at from 200 to 250 revolutions per



minute to operate the pump at from 30 to 35 revolutions (or double strokes) per minute. Adjustable stroke, 5, 7½, and 10 inches. Floor space required, 15 by 24 inches. Height over all, 6 feet. Weight, 85 pounds. Among the numerous advantages claimed for the Handy Pump Jack over others, the following may be mentioned: The drive pulley is directly behind the center of the pump, eliminating side draft. The bearings are generously large, of high-grade babbitt and removable. The main shaft runs in a bath of hard oil its entire length. The machine is very solid and compact. The drive pulleys are low down to reduce the strain on the pump. It is not necessary to put pump handle on the opposite side of pump, nor take it off. The jack does not interfere with pumping by hand. Pitmans of hard wood stand more wear and neglect than any other available material and can be easily replaced by any one. The pitmans are vertical on the up stroke to prevent side wear on pump piston. If pump sets under a windmill, it can be operated, (1) by the windmill, (2) by the jack, and (3) by hand, and the change can be made from one to the other without trouble.

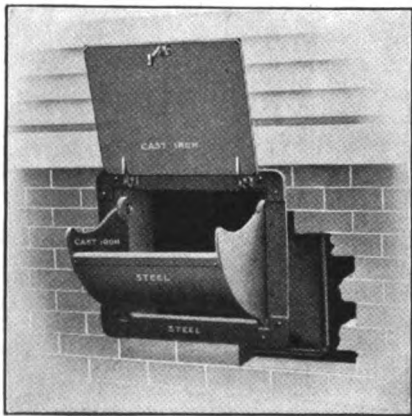
#### MAJESTIC COAL OR WOOD CHUTE.

The Chappell Furnace Co., Morenci, Mich., are the manufacturers of the Majestic Coal or Wood Chute, of which we give an illustration. It is made of heavy steel and cast iron, and will withstand the severe usage given it by the most careless coal deliveries when putting fuel in the cellar. The door is supplied with a self-locking device, so that the coal man may close and lock the door before leaving the house. The door can be easily unlocked from the inside only, but cannot possibly be opened



MAJESTIC COAL OR WOOD CHUTE.

from the outside. The adjustable hopper is so arranged that it will receive all the fuel either from basket or shovel, and will avoid scattering of coal upon the ground. The hopper is so arranged that it can be swung into the Chute, allowing the door to close flush with the wall. The hopper can be removed when desiring to put in coarse wood or when a wagon chute is used.



MAJESTIC COAL OR WOOD CHUTE—OPEN.

When the Chute is open, ready to receive the fuel, the door swings upward and is automatically locked, thereby protecting the siding above the opening. The Majestic Chute affords ample protection to the foundation walls and siding. It can be easily installed in any building, new or old, and at a cost of but a trifle more than a window and frame. They are made in three sizes—No. 1 is suitable for an ordinary residence where hard coal or coke is used for fuel; No. 2 is a better size for hard or soft coal and coarse wood, and No. 3 for large public buildings and factories.

#### A NEW ELECTROPLATER'S VOLTMETER.

The Weston Electrical Instrument Co., Waverly Park, Newark, N. J., are placing upon the market the Electroplater's Voltmeter, Model 131, of which we give an illustration. In plating establishments the voltmeter is an important piece of apparatus, as upon its reliability the quality of the work depends. The amount of current consumed in a bath is governed by the quantity of work being done, and the current flowing is, of course, dependent upon the voltage. Too much current results in a burned work, while too little current results in a thin deposit which comes off under the buffing wheel, necessitating replating.



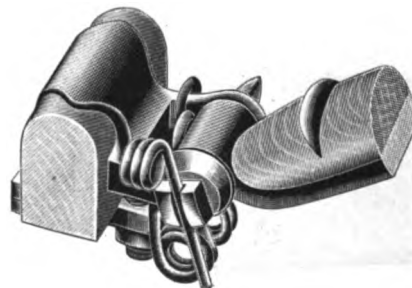
WESTON ELECTROPLATERS' VOLTMETER.

Owing to the apparently high first cost of furnishing each tank with a reliable and accurate voltmeter, platers have hesitated to properly equip their plants, using unreliable instruments or doing without instruments of any kind. Realizing the importance of first cost from the plater's standpoint, the Weston Electrical Instrument Co. has designed this voltmeter, which is especially adapted to this work, obviating the necessity of having an instrument for each tank, and enabling the plater to avail himself of an extremely accurate and reliable instrument at a low cost.

The instrument consists of an accurately calibrated Weston Voltmeter contained in an air-tight, waterproof case, which adequately protects the internal mechanism from the action of fumes usually present in a plating room, and mounted on a small wooden switchboard containing fifteen binding posts and a fourteen-point switch. One of the binding posts, marked "plus," is attached to the positive side of the plating generator or line, while the remaining posts are to be attached one each to the cathode side of each tank. After the connections are made the voltmeter is thrown in circuit with any desired tank by turning the switch handle to the numbered point corresponding to the tank it is desired to test. The instrument is designed to accommodate fourteen tanks, which is considered the maximum number that can be conveniently operated from one point.

#### DIAMOND ANTI-RATTLER.

The Denison Manufacturing Co., Warren, Ohio, are placing upon the market something new in the way of an Anti-Rattler, with bolts, which is known and designated by the title of the Diamond Anti-Rattler. It is a simple, safe and durable quick shifter that can change thills in thirty seconds. A special steel



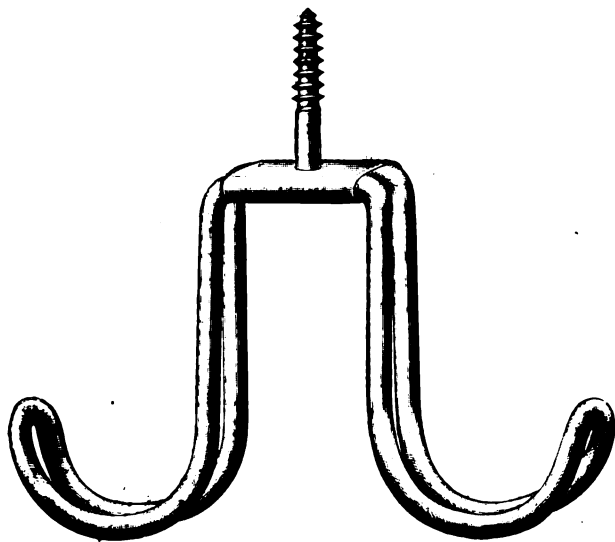
DIAMOND ANTI-RATTLER.

is used in making the springs so as to insure the greatest durability and strength. The bolts are made of the best forged steel points, milled so as to insure easy insertion in thills, the head in particular being milled so as to receive safety catch and hold it firmly. The bolt cannot work out under any condition. To have the thills perfectly noiseless it is only necessary to use the Diamond Anti-Rattler, every set of which is sold under a warrantee that if they should prove unsatisfactory the manufacturers will replace the same.



**"METAL CLASP" CEILING HOOK.**

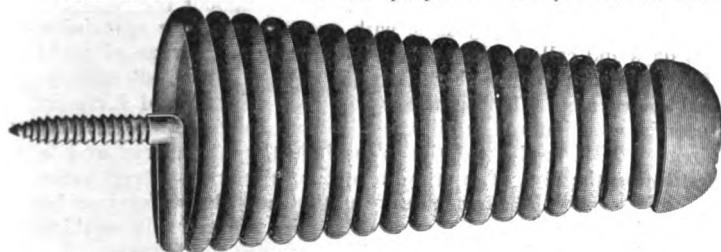
Atlas Mfg. Co., New Haven, Conn., have added to their line of Metal Clasp Hooks the Ceiling Hook which is shown in the accompanying illustration. It is made from No. 10 steel wire, and in japanned, coppered and tinned finishes. The principal feature is that which gives the line its name, the Metal Clasp. This grips all the wires together in a bunch at a point which might be termed the base of the Hook. The advantage of the

**"METAL CLASP" CEILING HOOK.**

construction is quite apparent from the illustration. It furnishes a rigid base and in so doing prevents the wearing and working of the wires that is so characteristic of most hooks of the class now on the market. This feature of the substantial base gives the line a distinctive character of its own. It suggests strength and proportion, and so pleases the eye. The goods are neat and always well finished, and are marketed at the prevailing prices. They are packed in boxes of one-half gross, twelve gross in a case.

**SHELBY FLEXIBLE DOOR BUMPER.**

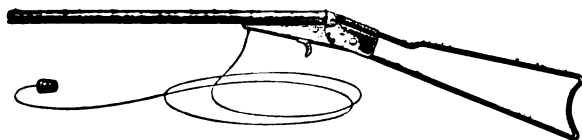
The Shelby Spring Hinge Co., Shelby, Ohio, are placing on the market a novel article of utility in the shape of a metal Door Bumper, which possesses a number of advantages over all other devices used for similar purposes. We present an illus-

**SHELBY FLEXIBLE DOOR BUMPER.**

tration of the same herewith. The rubber on this bumper does not contain any metal screw or rivet head, and consequently may be regarded as less liable to ordinary wear. There is a slight spring in the bumper itself, which relieves the rubber, giving it its name of "Flexible," and prevents its marring the walls in any particular. They are placed on the market in all the modern finishes to which Hardware is susceptible, and packed one dozen in a box.

**THE KING POPGUN.**

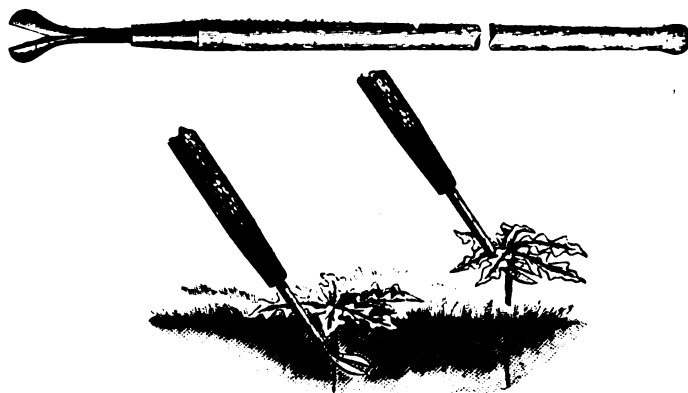
The Markham Air Rifle Co., Plymouth, Mich., have added to their line of air rifles the King Popgun shown in the accompanying illustration. It is made entirely of steel, nickel-plated

**THE KING POPGUN.**

and polished, and is declared to be very strong to withstand the hard knocks of youngsters. It is fifteen inches long. The gun shoots a cork attached to cord, as shown in the cut, and the makers state that, although it does no damage, it makes lots of noise. Three, six and twelve dozen are packed in a case.

**PASTIME WEED EXTRACTOR.**

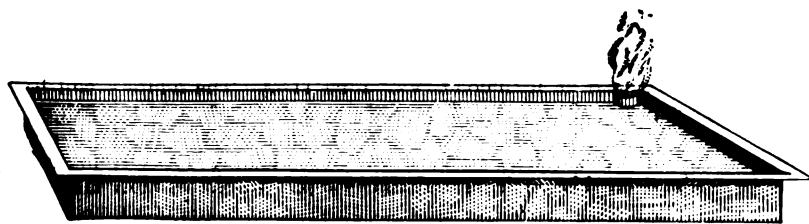
F. E. Kohler & Co., Canton, Ohio, among the numerous specialties which they manufacture, are making the Pastime Weed Extractor, shown in the accompanying illustration. The tool is a drop forging and made in a sufficiently strong and durable manner to warrant its lasting indefinitely. The handle is four feet long and is the same shape as that used on garden hoes.

**PASTIME WEED EXTRACTOR.**

In the use of this tool it is referred to as affording more of pastime than it does of work, and that the owner of a fine lawn could readily be induced to become the possessor of one, as they are made to be sold at a moderate price that would make it extremely popular when once it has been introduced.

**STEAM PERFECTION FRUIT DRYER.**

The Ideal Pump Co., Sabina, Ohio, are the manufacturers of the Perfection Fruit Dryer, illustrated herewith. This Dryer

**STEAM PERFECTION FRUIT DRYER.**

contains eight square feet of drying surface. To be used on a stove or furnace, and especially suited for family use, as it is impossible to burn anything on it, it being a steam heater. Warranted to dry corn and apples in sixty to eighty minutes; free from the filth of flies. It is made of the best galvanized steel. If you dry fruit quickly it retains the sugar and starch which give color and taste to all fruits. With the use of Simplicity Evaporator you can always have an abundant supply of clean, pure and wholesome food for family use and plenty to sell. It requires but little labor and expense, as there is always heat enough in a common cook stove after cooking each meal to dry one batch of fruit without any expense for fuel. It is impossible to burn anything on it and you do not have to stir or turn the fruit or handle it in any way while it is drying, so you can put fruit on it to dry and go on with other work. It is most durable, as it cannot unsolder should it boil dry. It is simple and easily handled.

**NATIONAL EXPORT ASSOCIATION OF AMERICAN MANUFACTURERS.**

The National Export Association of American Manufacturers has been organized, the work of which means an entirely new departure in the export trade of our manufacturers. The offices of this Association are located in the Park Row Building, New York, and the officers are: William A. Harris, president; R. Wohlfarth, secretary, and Elam Ward Olney, treasurer. The object of this Association is to promote and protect American trade interests abroad, in the European markets as well as in all the other leading markets of the world, which, including those of South America, are to-day controlled by Europe. The membership fee is \$100 per annum. The European head offices of this Association will be in Paris, which trade centre offers unsurpassed advantages for the purpose.



**"PLIMPTON'S OF LIVERPOOL."**

One of the institutions abroad in the City on the Mersey, is this well-known house handling largely American goods in English territory. It occupies a commanding situation on Old Hall Street at a point where the fine thoroughfare known as King Edward Street runs obliquely into it. From a recent copy of the *Ironmongers' Chronicle*, in which the establishment is finely illustrated, we extract the following information regarding this enterprising house.

The business was established some thirty years ago by J. C. Plimpton, in a comparatively small way. Mr. Plimpton, who had not long before come over from America, foresaw great possibilities by introducing into the British market some of the domestic iron and wood-ware in use across the Atlantic. From a utilitarian point of view, as well as in the matter of quality, they represented better values, and the eminent success which soon followed proved the wisdom of the trial. The goods "caught on," the British public taking kindly to the plain, solid, good domestic articles. Mr. Plimpton was at first his own sole traveler. Now the firm have sixteen "ambassadors of commerce" and are still remembered as one of the pioneers of American novelties abroad. Mr. Plimpton was possessed of all the best business characteristics of an enlightened American, and these largely influenced his assistants; but, after all, Mr. Plimpton comes from an English stock, the name being a familiar one in Yorkshire. J. C. Plimpton & Co. are wholesale traders and they are most careful that retailers shall reap the middleman's profit. Retail prices are quoted, so that if a private buyer visits the warehouse bearing an ironmonger's business card, the amount reserved is not revealed.

Originally only American imported goods were sold, but so rapidly did the styles "take on" that the large orders were kept waiting for the manufacturers who were already fully employed by their home demands, and then Messrs. Plimpton started a factory of their own with wonderful success.

**THE SOUTHERN HARDWARE JOBBERS' ASSOCIATION.**

W. W. Finley, president of the Southern Railway, will address the Joint Session of the American Hardware Manufacturers' Association and the Southern Hardware Jobbers' Association. to be held at Richmond, Va., June 11-14. The address will be given on Wednesday, June 12th, at 2.30 P. M., and the subject will be: "Railroad Question as Viewed by a Railroad President." Mr. Finley being a very entertaining speaker, his address on this pertinent and timely topic will prove most instructive.

**WHITE, VAN GLAHN & CO. CHANGE THEIR HEAD-QUARTERS.**

White, Van Glahn & Co., 15, 16 and 17 Chatham Square, New York, who have conducted a general Hardware store for upward of ninety years at the above address, and making their headquarters the same spot with but few changes of name in that length of time, have at last found it was ill-fitted to the rapid increase of business during the past few years, compelling them to seek new quarters occupying greater space. Accordingly the entire building at 37 Barclay Street, running through to 42 Park Place, has been leased. It has five stories, besides basement and sub-basement, each 165 feet deep, and running from street to street. The building is being altered to meet the necessities of a modern Hardware business, and White, Van Glahn & Co. expect to occupy it early in May next. With these greatly enlarged accommodations they expect to concentrate the business as much as possible under one roof, discontinuing the branch store at 49 East Forty-second Street, which was opened several years ago. The branch at the original location, Chatham Square, will be continued, with headquarters and main office in Barclay Street.

**THE BOSTON CONVENTION.**

The exhibition space at the American House, Boston, in connection with the annual convention of the National Retail Hardware Association, in June, is being rapidly taken up by manufacturers who wish to display their goods to the trade. Among the exhibitors will be Dover Mfg. Company, L. S. Starrett Company, the Simmons Hardware Company, Chandler & Farquhar Company, Bay State Hardware Company, Martin Skate Company, Brown & Sharpe Mfg. Company, Simonds Mfg. Company, E. C. Atkins & Co., Incorporated; H. W. Johns-Manville Company, Meriden Cutlery Company, Heath & Milligan Mfg. Company, Oneida Community, White Lily Washer Company, Stanley Works, Pittsburgh Plate Glass Company, P. D. Beckwith Estate, J. B. Hunter & Co., Corbin Cabinet Lock Company, Yale & Towne Mfg. Company, American Steel & Wire Company,

Wheeling Corrugating Company, Harrison Bros. & Co., Incorporated; James H. Prince Paint Company, Carpenter-Morton Company.

**HISTORY OF THE CALENDAR.**

The history of the calendar is closely associated with a study of world history, for there is much confusion concerning ancient writers and records in reference to time.

Since civilization began, the chart and calendar have been used in systematizing time and place.

The most ancient and fixed division of time is the solar day. Sub-divisions of the day, such as the hour, minute, etc., are purely conventional and arbitrary, but the day itself is nature's most pronounced and uniform chronometer, and must have played an important part in the lives of primitive people.

The week, as a division of time, has no astronomical significance. As far as records go, it has always consisted of seven days, and, although its origin is unknown, it is doubtless a conventional and religious institution. The week was not used among the Greeks or early Romans, but in the East it dates back to the Brahmans in India. It has always been a division in the Christian calendar, as it was in the calendar of the Jews, Egyptians and Assyrians.

Before a division of time as long as the year was deemed necessary, the month had been established, measured by the revolution of the moon, which seemed early to attract the attention of civilized people. The Greeks divided the month into three decades, or periods of ten days, a practice imitated by the French during the Revolution, at which time they tried to give even the calendar a new twist or turn in life. Perhaps as good an adjustment of the week and month idea, as could be obtained by the chronologist, was that of dividing the year into thirteen months of exactly four weeks or twenty-eight days each. This was also a Grecian idea.

Although never of the greatest importance in reckoning time, the season must have been noticed fully as early as the month, which is shown by the celebration of the same by festivals. These were necessarily much more marked in northern countries.

The attempt to adjust the days, weeks and months with one another and with the solar year or period of time taken by the earth to revolve about the sun has been the source of the greatest trouble in the making of our calendar. Twelve lunar months of twenty-nine and one-half days each differ from the solar year by only eleven and one-quarter days, and very early there was an attempt to divide this difference among the months themselves.

Our modern calendar was established by Julius Cæsar, 46 B. C. His arrangement, used to this day throughout the Western World, consisted of 365 days, with every fourth year containing 366 days and called a leap year. This made an average of 365¼ days, while in reality there are 365 days, 5 hours, 48 minutes and 46 seconds. This difference of eleven minutes and forty-six seconds was ignored until the sixteenth century, when Pope Gregory XIII readjusted things by deducting the excess and by instituting the idea of omitting a leap year every hundred years, excepting every fourth century. In this way the difference between the solar year and the calendar year is practically nothing, although it may be great enough to require an adjustment at some far-off date.

This final arrangement, known as the Gregorian calendar, is now used throughout the entire Christian world, with the exception of Russia and Greece, which countries still cling to the old Julian form.—*Ad Sense.*

**HUMOROUS LOGIC.**

Playing a cornet for an hour or two each day is said to be fine exercise. It would likely exercise the entire neighborhood.

The scientists claim that throughout every man's body there are scattered tiny globules which are believed to be the primitive forms of true soap. Business experience shows that the amount varies with the individuals. In some it develops as soft soap, while in others the slickness of the globules indicate too much grease, while in still others the dirt is so apparent that it is evident the soap globules have all dried up and withered away.

It is a good thing the late King of Dahomey, who had 103 wives, did not hold a position in the diplomatic service of this country.

Here is some of the ship subsidy logic of a Kansas editor: "Why put more ships to sea? There are already so many they bump into each other."

Of course there will be little opposition to a general inheritance tax. Most of us are willing to give away a little of what some one else has given us. What we object to is having to "wet" a new hat, after spending our own money for it.



## THE FAMOUS IDEAL COOKERS TO BE SOLD HEREAFTER THROUGH DEALERS.

NEW SELLING PLAN OF THE TOLEDO COOKER COMPANY.

This is a complete innovation adopted by the leaders in the trade, the Toledo Cooker Co., of Toledo, Ohio. The famous cooker made by this company has been sold for twenty years direct and through agents. This company has originated most of the important points in the construction of the steam cooker, and holds patents on most of the desirable features that go to make up the modern steam cooker which is revolutionizing cooking methods throughout the land.

During the past four or five years the extensive advertising of the Toledo Cooker Co. in the big national publications has created a lively demand from one end of the country to the other, with the result that people have been asking for them at their dealers, and a good many dealers have put themselves into correspondence with the company, and subsequently put the cookers in stock.

"The most gratifying fact," said C. E. Swartzbaugh, of the company, "is that where dealers order and display the Ideal, we almost universally get a re-order within an incredibly short time. The dealers tell us that Ideal Steam Cookers are very satisfactory to handle because they give such universal satisfaction; that every sale results in a satisfied customer and one cooker sells another, thus being a valuable medium of advertising the store where it was bought.

"Our trade with the dealers has been so gratifying that we determined this year to devote our selling energies and advertising to swinging buyers of Ideal Steam Cookers into the stores. To this end we have gone to great expense in the preparation of catalogues, cook books, expensive dealers' literature, store signs, etc., to say nothing of our expensive appropriation for the leading magazines and women's publications, aggregating a total circulation of nearly forty million.



THE IDEAL COOKER.

"From this advertising we receive thousands of inquiries, from North, South, East and West. These inquiries are immediately referred back to dealers who carry Ideal Steam Cookers in stock. We are determined to have Ideal Steam Cookers sold in every part of the country by the best dealers," said Mr. Swartzbaugh, "and we are sparing no trouble and no expense to make the dealers see the propriety of selling our goods. We know, beyond the shadow of a doubt, that we have the only practical Steam Cooker made, and the only cooker made that a dealer can handle with safety and with profit. We use nothing but the very best material; we own all of the desirable patents, and our factory is the most complete and best equipped of any in the world."

If the dealer in household necessities could see the extensive factories of the Toledo Cooker Co., at Toledo, Ohio; if he could see the enormous mail received and the great quantities of cookers shipped by this company, he would realize the importance of the industry and put himself at once in a position to meet the demand which the quality of the goods and the advertising of Ideal Steam Cookers has made.

It is a significant fact that wherever the Ideal is introduced, the whole community falls in line. No woman who has ever used an Ideal Steam Cooker can be induced to go back to old

methods of cooking, and so enthusiastic is she that her neighbors and friends are eager and willing purchasers. Especially is this true where the local dealer has the cookers in stock so they can be seen and explained.

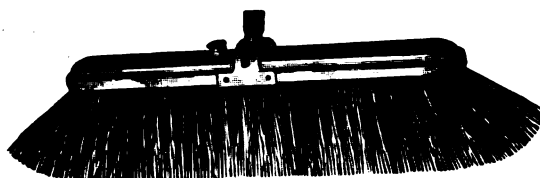
It is no wonder that the Ideal Combination Steam Cooker and Baker, through sheer, downright merit, has created a demand by which the dealers of America have been benefited. The sales for this cooker have been rolling up like an enormous snow-ball. When you consider that the Ideal comes in both round and square shapes; that both have whistles to warn the user when the water needs replenishing; that it cooks a whole meal for the whole family, meats, vegetables, and everything, over one burner of any stove; that it needs no watching, no basting; that nothing is ever over-done or under-done; that it is the greatest device ever invented for canning fruit, it will be readily understood why it is becoming so popular."

This year they are creating and pushing and increasing the demand by the most extraordinary advertising campaign ever conducted for any article of household use. They are making the Ideal Combination Steam Cooker and Baker known to nearly forty million people through the leading magazines. Its remarkable time, labor and money-saving features are being exploited as they never were before. They propose to bring the customer to the door of the store of the dealer, and they believe every dealer should give the Ideal counter space and a fair chance to talk for itself. It will do the rest.

There is no question but that the public are bound to recognize the merits of cooking food by steam, and it is only a question of a short time before every house in the country will have a steam cooker and will find it just as indispensable as light and heat. That is fully evidenced by the fact that the business has grown by leaps and bounds; that the increase in sales has been steady. The advertising they are doing this year is bound to make a lively demand; and they believe they should, and will, have the full and hearty co-operation of the dealers throughout the country.

## THE MILWAUKEE DUSTLESS BRUSH.

The Milwaukee Dustless Brush Co., Milwaukee, Wis., is offering the trade the "World's Only" Dustless Brush, of which we give an illustration. They claim it to be the only absolutely dustless brush that has ever been placed on the market. This brush is made in various styles, adapted for use in homes, stores, halls and public buildings. While the efficacy of kerosene in laying dust has been recognized for several years, the use of it was not made practicable in floor brushes until the first reservoir dustless brush was invented in 1900. Since then the manufacturers have improved upon its construction from time to time until they now offer a perfect Dustless Brush with indestructible steel reservoir-back and adjustable handle. The steel reservoir-back holds a supply of kerosene or coal oil which feeds slowly into a specially prepared row of fibre tufts along the



THE MILWAUKEE DUSTLESS BRUSH.

center, which act as wicks for absorbing the oil. A small cap screws on the top of the steel back, and by opening this cap sufficient air comes into the reservoir to allow the oil to slowly feed down the absorbing tufts. In sweeping, the oil in this way comes in contact with and dampens the dust, thus absolutely preventing it from rising. The indestructible steel back protects the end tufts and prevents them from falling out before they are worn out, as they generally do in the common wood-back brush. The back also remains smooth, and does not mar the furniture or mop boards. The adjustable handle fastener makes the handle reversible and adjustable to any angle desired. It is made of cold-rolled steel, which is clamped on and riveted through the back. It will not break nor loosen, and in these respects overcomes the well-known weakness of the common brush. Every sweeper, short or tall, can adjust the handle to his particular style of sweeping, thus increasing the efficacy and durability of the brush. The above firm offers to send trial brushes to Hardware dealers by prepaid express, to be paid for only if found entirely satisfactory after thirty days' trial. Catalogue and discounts will be mailed on request.



## IT BOOMED SALES OF HARDWARE.

BY FRED A. GANNON.

"It's the biggest trade winner we've heard of for years, the Home Improvement Society," exclaimed the Hardware dealer. "It's putting us into the moneyed class, though so far we haven't been indicted. Just see what it has done for us," he went on.

"Here we were two years ago kicking like Missouri mules at poor business, and wondering whether we had better buy a red flag, or take a flyer in iron pills as a Spring medicine. But, one day, along came a long-haired fellow, a graduate of some school or other, an agricultural college, I guess, and said he:

Create the City Beautiful.

"Well, some of the reformers, who are willing to tackle anything between heaven and the other terminal, climbed into his auto, and pretty soon we had the Home Improvement Society working overtime. But our money stayed in our pockets, for we could still see our nails resting in their kegs and our paints upon the shelves. But if hindsight were only foresight, we would have handed the long-haired chap the combination of our safe and told him to help himself. There wasn't enough in it even to interest a juvenile promoter anyway.

"First thing the artist farmer did was to give a lecture on 'The City Beautiful.' He got it reported in the papers. Next he began on what he called 'the essential and preliminary details.' He organized a 'back-yard contest,' and offered prizes for the persons who made the greatest improvements in their back yards. As he explained the idea, people were to bury the tin cans, level the ashes and grow flowers, and the persons who raised the prettiest posies were to have prizes. He got this idea reported in the papers, too, and pretty soon the scribes were shouting in print: 'Clean up your back yards.'

"We got mad at first, for out in our back yard is an ash-pile with 'Danger! Beware of Curvature of the Spine!' written all over it. Mere thoughts of tackling that ash-pile afflicted us with Spring exhaustion. But in about three days we woke up. People began to buy spades, garden forks, rakes and hoes. We couldn't help seeing that Spring cleaning of the back yards was under way. Next they came for garden seeds and fertilizers, and wire netting; then for watering cans and rubber hose and grass seed and lawn mowers, and hammocks and piazza chairs and croquet sets. When we had time to think of anything but orders, we dimly realized that the Home Improvement Society was booming business for us. When we had time to count our money, we sent a rebate to the Society. It was putting money into a gold mine. Talk about honest high finances; why, that Improvement Society got yards of free notices in the newspapers, and every one of them diverted business to the Hardware store.

"Along in the Fall we began to get cold feet, not because the ground was frosty, but because we couldn't see much business ahead. Again we had not reckoned on the artist farmer and 'The City Beautiful.' What did he do but say: 'Paint your houses,' and the leaders in this reform band hustled to hire painters and to urge their friends to get into line. The artist farmer got into the paper several reading notices, showing that paint is a good investment, because it preserves the wood, and how any man could make his fence, his piazza, or his parlor look like new with fifty cents' worth of paint, and an hour of his leisure moments. We had been preaching this same gospel for years, at fifty cents per inch for newspaper advertising, but people didn't listen to it until the artist farmer spoke, free of charge. Well, it was the same as with the back yard contests. We cleaned out our entire stock of paints and brushes and pushed up a little nearer the moneyed class, and the chances of an indictment.

"Even when winter came along, that artist farmer was our good friend. 'Clean your sidewalks!' said he, and people bought snow shovels and ice cutters. 'Raise plants and flowers in your windows,' said he, and we sold brackets, window boxes and flower stands. 'Trim and clean your trees,' said he, and we sold tree trimmers and bug killers.

"Now another season is here, and the artist farmer has a bigger following than ever. The Home Improvement Society is one of the biggest educating and civilizing institutions of the age. We are a vice-president of it. Come 'round and look at our house in a few days, when we get the improvements finished, and if we don't show you the best painting in town, and the finest lawn, then we don't know a business proposition even if it stands up like the Goddess of Liberty in New York harbor.

"Say, that breeder of kidney trouble has disappeared from our back yard. We hire a man to shovel ashes nowadays, and pay him the union scale, too. We sold more garbage cans last

winter than in any previous three years. The artist farmer did it. 'Don't throw your ashes and garbage into the back yard; it isn't neat, and it breeds disease,' said he. 'Buy garbage cans,' said we, and the people bought.

"Now we're getting together a display of artistic Hardware, and we're going to show how artistic Hardware makes 'The City Beautiful,' and we're going to make enough money on it to pay for our summer vacation, too.

"We're the biggest shouters in this town for the Home Improvement Society, and we advise Hardware dealers in other towns to send their checks to their Improvement Society under special delivery stamp."

## A PROFITABLE LINE OF BICYCLES AND SUPPLIES.

It seems certain now that this year's Bicycle business will show a handsome increase over last year, as all large dealers report a brisk contract with the factories early for "stripped" wheels and put them in stock ready for the Spring rush. These are in turn sold to the dealer complete or partly equipped, as required, and in this way orders are filled much more promptly and economically than if sold by the factories direct to the dealer.

The New York Sporting Goods Co., of 17 Warren Street, New York, represent the Hudson Mfg. Co., of Hudson, Mich., and distribute "Hudson" wheels in all the middle United States. They market also three different grades of Bicycles under their own name-plates.



"SPORTSMAN"—LIST \$35.

This Wheel embodies the good features that go to make up a high-grade wheel. The hanger is the well-known "G. & J." and the joints are the outside tapered pattern; the spokes are Diamond "E" quality and the chain is nickel steel, with the New Departure Hubs. The finish is either golden brown with green head or black with golden head. Some factories list a wheel of this quality at \$50.00, but the New York Sporting Goods Co. put the retail price at \$35.00 to popularize the model, and quote a correspondingly low price to the trade.



"NASSAU"—LIST \$30.00.

This model is a well-made and well-finished wheel and while it lists at \$30.00, it may be sold as low as \$25.00, with a good profit to the dealer. The Hudson Special two-piece hanger is used. Full flush joints and Diamond chains. The finish is either plain black, black with orange head or orange frame with black head.

The \$25.00 model is called the "Expert" and is sold at a very low price to put the dealer in a position to meet competition. Catalogue of Bicycles and Bicycle Sundries, and net prices to agents, may be had by addressing New York Sporting Goods Co., 17 Warren Street, New York.

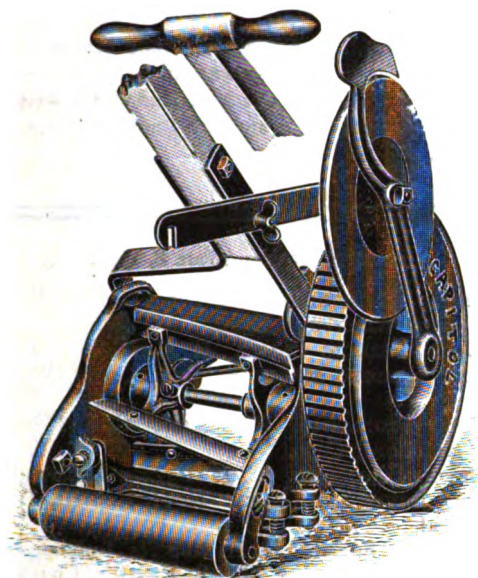
A man named D. Goode was arrested in Kansas City the other day while trying to beat his way out of town. As considerable jewelry was found on his person, when searched, it is evident he was not so D. good as he might have been.

It seems strange that people will study hard to pass an examination for a certificate to teach school, because they would rather teach school than do anything else, or because they can make more money at it than anything else with the same effort, and as soon as they get a job they seem to feel that they have done the State a great service and are entitled to a pension. That is the way it goes in Kansas.



**THE CAPITOL LAWN TRIMMER AND EDGER.**

The Granite State Mowing Machine Co., Hinsdale, N. H., are the manufacturers of the Capitol Lawn Trimmer and Edger, which is shown in the accompanying cuts. This useful specialty is now enjoying its third season. There has long been a demand for something to take the place of shears, but nothing practical has ever before been invented until now the manu-



THE CAPITOL LAWN TRIMMER AND EDGER.

facturers feel they have a practical tool, which has been tested in every way and has proved to be a great seller. It finishes up the work which is left undone by the lawn mower. It trims and edges the lawn with a speed which by comparison is deemed remarkable for its perfection. The shield provided over the blade protects the flowers from harm. The machine is provided



FINISHING UP THE WORK.

with four crucible steel blades six inches in length, which are hardened and tempered in oil, having several bushings and a double adjustment—in fact, in every respect it is high-grade. It is guaranteed to do the work of four men with shears, and do it much better. The manufacturers say "We have been in the agricultural implement business for fifty years, and we have never had a specialty which takes with the trade as this is doing."

**"MOTOR" HIGH-SPEED WASHING MACHINE.**

The Michigan Washing Machine Co., Muskegon, Mich., are the manufacturers of the "Motor" High Speed Washing Machine, which is illustrated by the accompanying cut. It is a new departure from the many practically old-style washing machines, which now cover every inhabited part of the globe. A

little power imparted to the lever starts the movement, and the heavy fly-wheel on the top of the machine does the rest, keeping the machine going with very little exertion on the part of the operator. This fly-wheel is on ball bearings, and runs about

**"MOTOR" HIGH-SPEED WASHING MACHINE.**

sixteen revolutions to one turn of the agitator, or pin block, inside the machine. The fly-wheel imparts power and momentum to the dolly post attached to the pin block, and causes the remarkable ease with which the machine runs. Every machine is sold under the following guarantee:

"If this machine is not perfectly satisfactory in every respect to your customer, you may return it to us after thirty days' use, and receive full credit for same, including return charges. This is only another one of our liberal offers showing the confidence we have in our machine."

The machines are disposed of to the trade on the exclusive agency plan, by which they sell but one dealer in a town, granting him the exclusive privilege in this respect.

**AUTOMOBILE AND MOTORCYCLE SUNDRIES.**

This miniature picture gives an idea of the new catalogue of Automobile and Motorcycle Sundries which has just been issued by the New York Sporting Goods Co., 17 Warren Street, New York. It is a big book of one hundred pages, 6x9 inches, and is brim full of illustrations and descriptions of all parts of motor fixings and accessories, and a few pages are used to describe Marine Engines and Boat Supplies. Noticeable features of this book is the convenient arrangement of the pictures and reading matter, and its general neat appearance.

A copy will be sent free to anyone who applies by letter, and dealers are requested to enclose their business cards. Address New York Sporting Goods Co., 17 Warren Street, New York.



## WHY HE DID NOT SUCCEED AS A SALESMAN.

B. A. CHAMBEAU.

He was too anxious.  
 He lacked resourcefulness.  
 His tongue outlasted his brain.  
 He did not work by a program.  
 He could not read human nature.  
 He did not know how to approach men.  
 He could not take a rebuff good naturedly.  
 He did not carry confidence or conviction.  
 He did not bring the whole man to his task.  
 He was not a man before he was a solicitor.  
 He ran down his competitor and disgusted people.  
 He went in the spirit of "I will try," instead of "I will."  
 He scattered too much; could not concentrate his talk.  
 He knew enough but could not tell it in an interesting way.  
 He did not believe he could get an order when he went for it.  
 He did not have reserve argument enough to overcome objections.

He spent most of his time trying to overcome a bad first impression.

He was too long-winded; people got tired before he got to the point.

He tried to make circulars and letters do the work of personal canvass.

He always thought he could do better if he could only get to some other town.

He lacked cordiality; he antagonized and repelled people by his cold manner.

He gave one the impression that he was a beggar instead of the representative of a reliable house.

He unloaded cheap lines and off-style goods on one customer and then bragged about it to the next.

He did not thoroughly believe in the thing he was trying to sell, and of course could not convince others.

He over-canvassed, saying so many good things about the article he was selling that people did not believe they were true.

He did not like the business; his heart was not in it; and he intended working at it only until he could get a better job.

He could not see the interest of the man at the other end of the bargain, but tried to use him only for his own selfish ends.

He did not have high enough appreciation of the dignity of his work. He thought people would look upon him as a peddler. He would work his would-be customer up to the point of enthusiasm, but could not quite make connections and clinch the bargain.

He had not the power of adaptability or of tact; he always used the same line of argument, no matter what the man's degree of intelligence, or education, or position might be.

## REFRIGERATORS NEEDED.

SUPERIOR AMERICAN KIND SCARCELY FOUND IN FRANCE.

Consul-General R. P. Skinner reports that only within recent years has the use of ice become at all general in Marseille, and that the use of refrigerators is not yet general, although the tendency is in favor of their adoption in small households.

In the shops one sees a small variety, mainly of crude and unsatisfactory appearance, which sell for \$8 upward. Many of these refrigerators are manufactured in France, but the German make seem to be more commonly offered for sale. From an American point of view, the German refrigerators are not much better than the French. At one or two well-known places American refrigerators are found, but the complaint is that they are too expensive and that their recognized excellence will not sell them as against German or French makes at much lower prices. The dealers themselves appear to possess very little real information about refrigerators, and in order that American manufacturers may introduce their wares it will be necessary for them to send over representatives equal to the task of making their merits plain.

Some friends, impressed by advertising in American magazines, have imported up-to-date refrigerators, after experimenting with such as are sold on the open market, and have been delighted with the results. The business is here if our manufacturers care to work for it. The difficulty is, as in so many other cases, that retailers buy in small quantities and that American manufacturers are not equipped to push the trade from a central European sales agency.

One of the remedies would be a combination of a half dozen manufacturers of allied but non-competing lines for the maintenance in France of a wide-awake importing and sales agency, so that the expense of introducing American specialties might not fall wholly upon one manufacturer, who could get equally good results by disposing of his lines in combination with several others. The maximum import duties on refrigerators per 100

kilos (200 pounds) are \$1.158 for common wood, \$2.51 for hard wood, and \$5.79 for ornamental wood, while the minimum rates are respectively 96 cents, \$1.93, and \$3.86. Imports from the United States pay the maximum rate of duty. [A number of addresses of Marseille merchants selling refrigerators are on file at the Bureau of Manufactures.]

## HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

## PATENTS EXPIRED APRIL 8, 1907.

- 424,948. FLAME EXTINGUISHER FOR OIL STOVES. H. H. Ashendon, Waterbury, Conn.
- 424,960. WOOD WORKING CLAMP. H. Cone, Oneida, N. Y.
- 424,975. BOLT HEADING MACHINE. S. F. Green, West Somers, N. Y.
- 424,977. BEVEL PROTRACTOR. R. Hakewessell and F. K. Rand, Hartford, Conn.
- 424,983. TUBULAR LANTERN. C. J. Higgins, Hallowell, Me.
- 424,998. SAW JOINER AND GAUGE. N. H. Roberts, Indianapolis, Ind.
- 424,999. BUCKSAW FRAME. N. H. Roberts, Indianapolis, Ind.
- 425,000. WASHING MACHINE. H. T. Royster, Charlotte, N. C.

## PATENTS ISSUED APRIL 9, 1907.

- 849,377. WINDOW SHADE BRACKET. C. Doehler, Sr, St. Bernard, Ohio.
- 849,381. LIFTING JACK. J. R. Edwards, Columbus, Ohio.
- 849,439. WRENCH. M. W. Thompson, Fruitland, Wash.
- 849,564. COFFEE POT. C. M. Overcash, Concord, N. C.
- 849,627. DISH WASHING MACHINE. J. Krehbiel, Cleveland, O.
- 849,640. FLUE STOP. C. W. Reynolds, Jr., Colorado City, Colo.
- 849,648. COMBINED CLEAVER AND MEAT TENDERER. F. White, Newark, N. J.

## PATENTS EXPIRED APRIL 15, 1907.

- 425,397. WASHING MACHINE. G. W. Ballard, Detroit, Mich.
- 425,400. TEA KETTLE. E. E. Boles, Arkansas City, Kans.
- 425,461. LOCK. J. Satterstrom, Buffalo, Minn.
- 425,462. SASH FASTENER. A. O. Shatsick, St. Louis, Mo.
- 425,477. DOOR HANGER. T. J. Weaver, Cincinnati, Ohio.
- 425,487. STOVE, RANGE, &c. E. Bergen, Flatbush, N. Y.
- 425,563. WASHING MACHINE. D. W. Bowman, Toledo, Ohio.
- 425,593. FLUE CLEANER ROD. T. R. Butman, Chicago, Ill.
- 425,647. WRENCH. T. Young, Bradford, Pa.

## PATENTS ISSUED APRIL 16, 1907.

- 850,142. STEP LADDER. A. W. Derby, Leominster, Mass.
- 850,177. AUGER BIT. J. T. Parker, Hattiesburg, Miss.
- 850,254. PIPE WRENCH. E. J. Robbins, Boston, Mass.
- 850,260. STOVE OR FURNACE. E. J. Selley, New York, N. Y.
- 850,291. WASHING MACHINE. F. Brucker and A. L. Stump, Shelby, Ohio.
- 850,292. ICE SAW. T. M. Butler, Dallas, Tex.
- 850,309. PERMUTATION-LOCK. W. A. Matrolis, Cumbola, Pa.
- 850,385. SELF-HEATING SOLDERING IRON. R. W. Marvell and H. M. Ashman, Baltimore, Md.

## FAIR WARNING.

Donald had been so continuously and persistently naughty that his aunt, who had charge of him in his mother's absence, did not know what to do with him. In despair she said, weakly:

"If you will not behave, I shall put you in one of grandpa's hen-coops."

"Well," said Donald, sturdily, "before you put me in I want to tell you that I will not lay any eggs."

## STRICTLY.

"Pardon me," said the housekeeper on a marketing expedition, "but are these eggs strictly fresh laid?"

"Absolutely, ma'am," replied the grocer promptly. "The farmer I purchased those eggs from wouldn't allow his hens to lay them any other way."



## OUR BRITISH LETTER.

(From our Special Correspondent.)

LONDON, April 10th, 1907.

### SPRING TRADE OPENINGS FOR AMERICAN GOODS.

Spring trade has opened well, and manufacturers, merchants, and retailers have little reason to complain about business. The British imports from the United States continue satisfactory, and the advertisements of merchants in British commercial journals show that there is still a demand for new goods of American manufacture. The popularity of lawn mowers and gardening tools of light, bright and attractive appearance, such as those sent over in such large quantities by American manufacturers, sell well; not only are their sterling qualities satisfactory to the user, but the finish and general get-up of both goods and packages commend themselves to the British retailer, who finds their pleasing appearance recommends them, and is very helpful in enabling him to handle them. Among the different domestic machines for which there appears to be a growing demand, those appertaining to summer, and to the supply of cooling drinks so long popular in the United States, appear to be called for with greater frequency than hitherto. The advertisements of importers show that American ingenuity is not yet exhausted, and that they continue to receive new and improved patterns of regular, well-established goods. The dairy farming industries continue prosperous, and the call for improved appliances continues rather to increase than abate, and among these goods are many of American patterns. Considerable interest is now being displayed in the preparations which are being made in view of the Royal Agricultural Society Show which is to be held at Lincoln in June, and those "in the know" state that the exhibits of dairy appliances and harvesting machinery will be exceptionally good. The International Harvester Co., which is now combining the whole of the leading American harvesting appliances, is developing its business in this country, and agents are showing great activity in preparing for the coming season's campaign. These machines will be shown at the different exhibitions during the coming season, and will doubtless retain the popularity they have held for some time past. Ironmongers are obtaining stocks of garden furniture, and many of the shops and showrooms of ironmongers in the larger towns, and especially in those localities where suburban residences are provided with garden space, are making very bright and cheery-looking displays of garden furniture; the light and tasty chairs, seats and lounges looking very smart with their colored canvases and pleasing awnings. American hammocks are still popular, and their display adds much to the picturesqueness of the Hardware displays in which they are given a prominent place. One of the best known importers of these American hammocks, F. C. Southwell & Co., Ltd., have been very successful during the past few seasons in the sale of these goods, and the "Ideal," the pattern they have handled, has taken well. Among seasonable goods, perambulators and mail carts may be reckoned quick-selling lines. Again, the tendency is to decorate both inexpensive and the more elaborate carriages with raffia cane and follow the artistic decorative treatment which has been so popular in the United States for some years past. The heavier and more sombre colors are giving way to pale cream and light shades in green, the beautiful scroll-work adding much to the beauty of these goods. One of the most popular firms of American merchants in this country, Plimpton's, of Liverpool, have recently extended their premises and record the gratifying fact that their business in American goods is steadily increasing year by year. They are just now pushing harvesting tools, including American scythe snaths, "Eureka" wood hay rakes, and weldless steel and malleable garden rakes, all having their origin in the United States, which country cannot be beaten for quality of workmanship or the wood used in the handles. This firm have particularly large stocks of hickory, ash, maple, and basswood handles. They are also giving some prominence at the present time to "Eddy" ice chests and refrigerators, which will doubtless be needed as the summer advances.

### ART IN AN IRONMONGER'S SHOP.

There was a time when there was little or no attempt at imitating the beautiful in Hardware, and in those days, art, even in its crudest forms, was beautiful. To-day, however, things are quite the reverse, and art is cultivated, and efforts are made to

introduce artistic designs in almost every branch of the Hardware trade. Not only does artistic decoration enter into the harder metals, but almost every known material is pressed into the service, in order to manufacture goods for sale over an ironmonger's counter. The wave of renaissance which has spread with such rapidity over this country during the past few years, has completely changed the tone and appearance of even common castings. At the present time such firms as the Carron Co. have introduced most beautiful designs, reproductions of the best days of hand-carving, and have placed on the market grates cast from the original patterns they used upwards of a hundred years ago, many of the designs being the work of known artists. Art has also entered into the general woodwork of domestic machinery, some of the refrigerators and safes of American manufacture being remarkably ornate and their fronts paneled and decorated. American furniture, roll-top desks, chairs, and tables used by business firms are wonderfully artistic when compared with the old shapes and forms of office desks and furniture. Carved panels of coal cabinets are also artistic; so, many goods of every-day sale might be enumerated, but perhaps the most progressive sign met in British Hardwaremen's shops is the introduction of real works of art, framed pictures in oils, water colors and engravings, some of the modern photogravures being faithful copies of known pictures of repute, perhaps the latest being reproductions in color of the famous series of historical cartoons now decorating the panels of the colonnade around the Royal Exchange in London.

### EXHIBITIONS.

As the Spring advances there are once more numerous exhibitions opening up in different parts of the country; many of these extremely interesting to Hardwaremen. Already one important Furniture Exhibition has been held at Earl's Court, London, and another is shortly to take place at the Agricultural Hall, where manufacturers and importers will have an opportunity of meeting their wholesale friends, and retail ironmongers, many of whom have important furniture departments. Preparations are being made for the Ironmongery Exhibition, which is to be held in June under the direct control of the Ironmongers' Federated Association. Although the Federation has peculiarly benefited from previous exhibitions, this is the first year in which they have taken over the direct management of the exhibition, and the result of the change is looked forward to with a considerable amount of interest both by manufacturers and retailers. Efforts are being made to make it a success, and there is every reason to believe that the exhibition will be supported not only by associated ironmongers, but also by ironmongers who have not yet joined the association movement. During the past few weeks the fact that this exhibition is practically the only function of the kind where the public are not admitted has been brought into prominence, and efforts have been made to admit consumers in order that the additional benefits of their presence may be felt. Discussions have been held, and members of the trade who hold varied opinions have given their reasons for the exclusion of the public, and have also expressed their wish that the exhibition should be thrown open. Manufacturers have been consulted, but although the majority of those who have taken space have expressed themselves in favor of an open exhibition, there is an important minority who have to be consulted, and so far as 1907 is concerned, the forthcoming show will be an exclusive trade exhibition. Doubtless the wisdom of throwing open the Exhibition, which has been so clearly demonstrated at many of the most popular exhibitions held recently, will in the end prevail, and it is reasonable to expect that at any future Hardware exhibitions, users and consumers will be admitted so that they may become acquainted with novelties and new goods, and so force the hands of retailers, compelling them to enlarge their borders, whether they will or no.

The Diamond Saw and Stamping Works, 357-361 Seventh Street, Buffalo, N. Y., manufacturers of the celebrated Sterling Hack Saw Blades, Solid Back and Adjustable Frames and Power Hack Saw Machines, have established an office in London, England, at 13-15 Wilson Street, Finsbury, E. C.



## UNIVERSAL SCREEN DOOR CATCH

LIVE DEALERS WILL HAVE THEM  
Lowest Priced LOCKING Screen Door  
Catch on the Market.



Easily put on. No mortising or cutting.  
Holds door firmly shut when closed.

PUSHING DOOR RELEASES CATCH  
If your jobber cannot supply them write us for  
list of those having them in stock.

MANUFACTURED ONLY BY  
**PECK, STOW & WILCOX COMPANY**  
CLEVELAND, OHIO, U. S. A. and  
NEW YORK, U. S. A.

## NEW HOME WASHER

Ball Bearing, No. 35.

This is not a Grindstone, Saw Mill, or Threshing Machine.

It is a Labor Saver, Worry Killer and Wonder Worker on Wash Day.



A  
MONEY  
MAKER  
for you,  
Mr. Dealer.  
ORDER  
NOW

This is THE  
WASHER  
and the season  
of the year to head  
off your  
MAIL ORDER competitor.

Ask your jobber or write  
us for George  
Washington booklet.

PATENTED  
**THE STANDARD MFG. CO.**  
SHELBY, O.

## CYCLONE



### EGG BEATER

CREAM WHIPPER AND  
MAYONNAISE MIXER

Beats eggs perfectly in  
**15 SECONDS**  
Other things in quarter the  
time usually employed.

See the perforated flanges, patented foot rest, long handle, perfect bearings and convenient grip.

The best egg beater from every standpoint. It is only one of the celebrated quick-selling HARDWARE SPECIALTIES of the

**BROWNE LINE FROM KINGSTON**

Can Openers, Tape Lines,  
Tack Hammers and Pullers,  
Ice Picks, etc.

Send for Sample Egg  
Beater and Catalog.

**W. G. BROWNE  
MFG. CO.**  
Kingston,  
N. Y.



ONE PIECE STEEL HANDLE

THE  
HAMMER-  
HEAD  
WHICH  
CANNOT  
FLY OFF

HARDENED  
STEEL HEAD

REINFORCED BLADE  
CANNOT BREAK



## Death to Bugs

In attempting to exterminate insects that prey upon vegetable life, the plant or tree is frequently made to suffer or be ruined by poisons which attack vegetable life as well.

## HAMMOND'S SLUG SHOT

saves the plant and kills the bugs. For twenty-seven years the standard Insecticide. Strongly impregnated with fungicides, which overcome blight.

PUT UP IN CONVENIENT PACKAGES

Sold by Seed Dealers Throughout America

Send for pamphlets worth having on  
Bugs and Blights to

**HAMMOND'S SLUG SHOT WORKS**  
FISHKILL-ON-HUDSON, N. Y.

## Life to Plants

Please mention **HARDWARE** when writing to advertisers.



## REVIEW OF THE MARKETS

**WIRE NAILS:** Wire Nails are in active demand in every section of the trade, and if it keeps up, a larger consumption of Nails than usual will be the result. The manufacturers, flooded as they are with new and old orders to work upon, find it difficult to meet the views of those who would like to obtain prompt deliveries. The scarcity of steel is felt as much as ever, and transportation problems interfere seriously with shipments. The market, as may be supposed under the circumstances, is extremely firm. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

|                                 |        |
|---------------------------------|--------|
| Carloads to jobbers .....       | \$2.00 |
| Carload lots to retailers ..... | 2.05   |

**New York.**—Jobbers have unusual difficulty in keeping up stock on account of the inability to obtain an assortment of sizes wanted. The market is upheld to a degree that is reported favorable, although delayed shipments are frequently arriving, which bought at lower prices, tempt the making of closer quotations. Quotations are as follows:

|                                      |        |
|--------------------------------------|--------|
| To retailers, carloads on dock ..... | \$2.19 |
| Less than carloads on dock .....     | 2.33   |
| Small lots at store .....            | 2.30   |

**CUT NAILS:** Shortage of steel prevents some of the shipments being full and complete, and interferes somewhat with specifications on contract orders. The orders that are now received are mostly for small lots and are apparently to average up stock requirements. Quotations are as follows, f.o.b. Pittsburgh:

|                                       |        |
|---------------------------------------|--------|
| Carload lots to jobbers .....         | \$2.05 |
| Less than carloads to jobbers .....   | 2.10   |
| Less than carloads to retailers ..... | 2.20   |

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

**New York.**—Business is quite limited, which unfavorable weather may have caused to some extent. The regular shipments on contracts are light enough from the mills, on account of inability to make any but moderate shipments. The jobbers' quotations are on the basis of \$2.30 for small lots from store.

**BARB WIRE:** The mills find it impossible to make prompt shipments, for reasons assigned in all other cases for wire products. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                                         | Painted. | Galvanized. |
|-----------------------------------------|----------|-------------|
| Jobbers, carload lots .....             | \$2.15   | \$2.45      |
| Retailers, carload lots .....           | 2.20     | 2.50        |
| Retailers, less than carload lots ..... | 2.30     | 2.60        |

**SMOOTH FENCE WIRE:** The orders for this one of their products have been so generously given that the mills find it impossible to get abreast of them, as the usual delays affecting steel and the shortage of cars continue. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                           |        |
|---------------------------|--------|
| Jobbers, carloads .....   | \$1.85 |
| Retailers, carloads ..... | 1.90   |

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

**FURNITURE NAILS:** A change in prices has been announced by a number of manufacturers of Furniture Nails, some times referred to as Gilt Nails. The genuine Brass line has been advanced about 10 per cent., and is now quoted to average buyers at 40 per cent. discount. On Plated Nails, however, the price has been reduced 5 per cent., making them quotable on a similar basis at 50 per cent. off.

**CHISELS AND DRAWING KNIVES:** A meeting of manufacturers of Chisels and Drawing Knives was held recently and existing prices were reaffirmed. The market, however, may be fairly represented by the quotation of 70 and 10 to 75 per cent. discount, which is close to the figures named as the manufacturers' extreme prices.

**BIT BRACES:** John H. Graham & Co., 113 Chambers Street, New York, agents of Mason & Parker, Winchester, Mass., announce an advance in their line of Bit Braces approximating 10 per cent.

**BRIGHT WIRE GOODS:** Manufacturers of Bright Wire Goods and their agents state that there is some falling off in the demand which is now referred to as rather light. Quotations of 90 and 10 per cent. discount on Steel Wire Goods, and 85 and 25 per cent. on Brass Wire Goods may still be given to represent the market in a general way.

**MACHINE SCREWS:** Leading manufacturers have made an advance of 10 per cent. in their prices on cut thread Machine Screws. Following the change these goods would now be quoted to the retail trade at the following general discounts:

Round and flat head, iron, brass or bronze.....50%  
 Fillister head, iron, brass or bronze.....40%  
 Square and hexagon iron or brass Machine Screw Nuts have had a similar advance, and may be quoted at 50 per cent. discount.

**BLACKSMITHS' VISES:** An advance of about five per cent. has recently been announced on Blacksmiths' Leg Vises. The market may now be represented in a general way by the following discounts:

|                         |                     |
|-------------------------|---------------------|
| 25 to 100 pounds .....  | 50 and 10 per cent. |
| 105 to 135 pounds ..... | 50 and 5 per cent.  |
| 140 to 200 pounds ..... | 50 per cent.        |

**BINDER TWINE:** The following prices fairly represent the market, Chicago delivery, with one-fourth cent less in carload lots:

|                        | Cents per Pound. |
|------------------------|------------------|
| Sisal .....            | 9¼ to 9½         |
| Standard .....         | 9¼ to 9½         |
| Standard Manila .....  | 10½              |
| Manila (600 ft.) ..... | 12               |
| Pure Manila .....      | 13¾ to 14        |

**ROPE:** The following prices may be said to represent the market:

|                                    | Cents per Pound. |
|------------------------------------|------------------|
| Pure Manila, 7-16 and larger ..... | 13¾ to 13½       |
| B Quality Manila .....             | 12¼ to 12½       |
| Pure Sisal, 7-16 and larger .....  | 9¼               |
| No. 2 Sisal, 7-16 and larger ..... | 8 to 8½          |
| No. 1 Jute, ¼ and larger .....     | 9 to 9½          |
| No. 2 Jute, ¼ and larger .....     | 8½ to 9          |
| Less ¼ cent to the large trade.    |                  |

**LINSEED OIL:** The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

|                                      |                      |
|--------------------------------------|----------------------|
| In lots of less than 5 barrels ..... | 43 cents per gallon. |
| In lots of 5 barrels or more .....   | 42 cents per gallon. |

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.  
 Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.  
 Calcutta Oil.....70 cents per gallon.

### THE PITTSBURGH TRADE.

Pittsburgh jobbers of Hardware have had a busy month up to date. Notwithstanding cold, blustery weather during the first half of the month, there has been an excellent demand for seasonable goods. The increased value of goods does not seem to interfere with the demand, showing that in almost all items there has not been any unwarranted advance of price. Purchases of raw material, such as pig iron, in quantity at present prices, for delivery in the third quarter of the year, is a guarantee that there will be no recession in the price of finished goods this year. Retailers need have no fear in stocking up for their wants at present prices.

LOGAN-GREGG HARDWARE CO.

### THE CLEVELAND TRADE.

Wall Street failed to stampede the public and its panic subsided. Prosperity is too substantial and the people so busy that price of stocks attracts little attention, nor does the five millions pledged to beat Roosevelt. Any amount pledged by the same parties to elect him would be fatal to him. Tainted money to



# FILES AND RASPS

Our policy of using the finest steel, tempered and cut according to the best methods known in modern practice has been the paramount factor in building the

**LARGEST FILE BUSINESS IN THE WORLD.**

**NICHOLSON FILE COMPANY.**  
**PROVIDENCE, R. I., U. S. A.**

buy elections, legislatures and courts, is not in favor just now. There is quite a lot of people not "for sale" who intend to vote next year.

It is unfortunate this year for the jobber who handles favorite brands, as the makers of such goods are the worst oversold, and such jobbers are compelled to buy other brands or fail to fill early orders. Goods having advanced, it is extremely disagreeable to be compelled to disappoint customers in not getting the goods bought months ago. Increase in price seems to increase rather than diminish the demand. There is no chance to speculate, as orders take all the goods obtainable. The insistent demand for prompt shipment continues with increased difficulty in obeying. When pleading takes the place of demanding, the jobber more deeply realizes his infelicity. The arrival of a carload only relieves him for the day, the morning mail renews the agony, making life so strenuous that it threatens "brainstorm." But the worry of one day is effaced by the worry of the next, and so may be beneficent.

Collections have improved with Spring weather. Nothing but serious shortage of crops will prevent prosperity for 1908.

THE LOCKWOOD-TAYLOR HARDWARE CO.,  
C. B. LOCKWOOD, *President*.

## THE COLUMBUS TRADE.

Evidently, earthquakes or something else made old Mother Earth slip a cog and gave us April in March. And, then to remind us that there was such a month as March, stopped revolving until it caught up. At any rate, we have had about as mean March weather so far this month as could be produced. It has been a good thing in some respects, as it checked trade a little, and gave us a chance to catch up with our work.

Trade never has been equal to this year so far. Every month's business shows a healthy increase over the corresponding month in 1906. We have been annoyed more in getting goods this year than ever before. Manufacturers are behind, but when they have the goods it is impossible to get cars to deliver within a reasonable time. And we are having the same trouble on outgoing freight. The freight depots here have been so crowded that they refused to accept freight on several occasions. As Happy Hooligan says: "It's been sumpfin fierce." Now, of course, small towns like Cleveland, Cincinnati and Toledo don't have such trouble. It is only hustling cities like Columbus where they do the business that railroads get more than they can do. We make no charge for this bouquet.

We fear the many freezes we have had have killed the fruit. Wheat in most sections looks well. So does our baseball team. We have just harvested a big crop of grafters, city officials, contractors and such. We sincerely hope it is the last crop of

that kind we will ever have. It's a mighty poor and unprofitable crop.

Prices seem to continue on the up grade, and the supply is not up to the demand. We are still of the opinion that 1907 will do even better than 1906. If so, we certainly will have no cause for complaint. It will be a relief to the country when you "Thaw" out in New York. SMITH BROS. HARDWARE CO.

## THE DAVENPORT TRADE.

There is an energetic snap in trade that is decidedly refreshing and enjoyable. One of our traveling salesmen expressed it in this way: "During December and January we sold goods, now our customers are buying them." The people are hungry for goods and, realizing that the transportation companies are overworked and that goods are delayed in transit, are sending orders to their nearest local jobber who carries a large and carefully selected stock. Though tired, we are happy.

SICKELS, PRESTON & NUTTING CO.

## THE ST. PAUL TRADE.

This country is just getting over its winter and the rush of business coming to us is beyond our expectations. We are prepared to take care of it except on those items on which the manufacturer disappointed us. When going over orders we placed last year for delivery in January, February and March, and notice how much behind the manufacturer is in shipping, we often wonder whether he is treating us right or whether he is shipping to favorites and letting us wait until he is caught up on his orders. The conditions, however, confirm our opinion expressed last Fall that the demand would exceed the supply and it behooved all to get their orders placed early and shipped early. It looks as though this same policy would be correct for next Fall and Winter goods.

We are having a rush of people through our city for points west. Every train brings many and they amount to hundreds every week. The prairies of Minnesota, North and South Dakota, Montana and even British territory are rapidly becoming filled up with settlers. All flourish in accordance with their thrift and all are welcome if they intend to be good citizens.

HACKETT, WALTHER, GATES HARDWARE CO.,  
T. G. WALTHER, *Vice-Pres.*

## THE DULUTH TRADE.

The March trade was up to our estimate, and April has shown a gain over last year. The N. P. and G. N. Railroads have resumed regular freight service on all their branches, and the Soo expects to get straightened out by April 10. The volume of business for the last five months has been more a question of railroad

**IMPROVED  
CARPENTERS'  
TOOLS**

STANLEY RULE  
&  
LEVEL CO.

A TOOL THAT'S STAMPED

**STANLEY**

IS THE BEST OF ITS KIND

**SOLD BY ALL  
HARDWARE  
DEALERS**

NEW BRITAIN,  
CONN., U. S. A.



service rather than getting the orders, and we can see no reason why with improved railroad service the trade should not be up to our expectations. Dealers are not over stocked, and as the farmers all have money there is no question as to the demand for goods.

KELLEY-HOW-THOMSON Co.

### SOME FACTS ABOUT PLATINUM.

There are some things in which the claims of a substitute to be "just as good" for the purpose, regardless of their seeming validity, are of little actual weight. And as an instance of the truth of this, few better illustrations can be cited than the use of substitutes for platinum in the contact points of ignition apparatus of any character. Wherever the flow of an electric current is interrupted by a contact making and breaking device of any kind there is bound to be more or less arcing. That is, when the circuit is broken, the current bridges the gap momentarily and the larger the volume of current and the higher to voltage at which it flows, the greater will be this tendency. The capacity of a current to burn whatever interrupts its path is likewise proportional to its power. Consequently at points where a current is constantly interrupted something must be employed that is least subject to this destructive action and for this purpose nothing has been found to equal platinum.

As frequently happens where but one substance is found to possess all the properties that render it best adapted for the purpose, that material is hard to obtain and very costly. This is the case of platinum in a nut shell. It is the one substance that will withstand the burning effect of the arc or spark at the points of the contact breaker without either becoming badly corroded in a short time or vanishing altogether. But even this costly material is not wholly proof against corrosion or burning and that is the reason why the running of the motor may often be vastly improved merely by cleaning the contact points. That is, pure platinum will not corrode, but the metal in its pure state is very soft—about the hardness of copper, and in that condition it will neither possess the required durability for a contact point nor be proof against the extremely high temperature generated. For this reason the platinum is usually combined with iridium resulting in an almost glass-hard alloy.

In this connection there may be cited the case of a motorcyclist who had constant and annoying trouble with the points of the contact breaker on his machine and at the suggestion of a friend replaced them with pure platinum. Naturally he found that the running of the motor was vastly improved, and not alone the running, for the power developed was considerably increased. And doubtless any motorcyclist who will replace existing contact points of nickel or silver alloy with pure platinum will be similarly gratified with the resulting improvement, for in all probability this was at the root of the trouble in the case in question. But as already mentioned pure platinum comes high—in fact, it is worth a little more than its own weight in gold of the same fineness. Therein lies the temptation to substitute nickel or silver, or something even cheaper by making an alloy of either of these metals with materials that still further reduce the cost. While the result of using pure platinum leaves little to be desired in the way of performance on the part of the motor, it is not a good investment as the points will require replacing too frequently owing to its soft character. Ignition apparatus of the very highest grade made is fitted with contact points of the iridium-platinum alloy, not merely on the score of cost, but because experience has shown that there is nothing superior.

If it were practical or rather profitable to employ pure platinum points for the contacts, it would be done, at least by that section of the fraternity that neither considers the cost nor the trouble of more or less frequent replacement. But as it is neither, such a change merely represents an expedient that is occasionally resorted to by an experimenter merely from curiosity as to the probable result, or by one who has suffered the penalty of having his machine fitted with one of the cheaper substitutes originally, and has listened to the advice of another not wholly well-informed on the subject. Sooner or later he discovers that he has been misled and that while pure platinum is ideal on the score of efficiency alone it is not sufficiently durable to render its adoption desirable. It is apt to pit and burn away much too quickly to be satisfactory for any length of time. And even the platinum alloy is subject to the same ills though to far less degree and here proper care has much to do with both the service and longevity of the points.

They should not be cleaned any oftener than is necessary, for the emery cloth removes a certain amount of metal every time it is used so that excessive solicitude on the score of cleanliness instead of acting as a preservative of the points will bring about the necessity for their replacement in far shorter time than if they had been actually neglected. Proper adjustment is another

point of prime importance not alone where the working of the motor is concerned but in its bearing on the life of the platinum contacts. Every coil has a certain point where the adjustment of the contact breaker gives the best result, by which is meant the hottest spark obtainable with a minimum consumption of current and the least tendency to arc at the breaker. A finer or coarser setting of the screw either results in poor working or in an unduly excessive current consumption and the latter invariably means battery troubles. Good points properly adjusted and only cleaned when necessary represent fully half the problem of satisfactory ignition. Where the matter of cleaning is concerned, one of the troubles that the rider who is fond of resorting to the use of emery cloth on every occasion may bring upon himself, is getting the faces of the points out of true, that is, wearing them down more on one side than on the other, so that instead of making good contact over their entire faces when together they only touch at points, edges or ridges, according to the form in which his penchant for constantly scraping may have left them.—*Bicycling World*.

### PRODUCTION OF EXPLOSIVES.

A writer in *Cassier's Magazine* points out that "high explosives, properly so called, are those which will not explode except under special conditions. Ordinary black powder gives out its explosive property if ignited by a match or a spark. An explosion results because black powder is an intimate mechanical mixture of certain combustibles which burn with great rapidity and produce enormous pressures. But to obtain full effect from high explosives a detonator must be used, and the rapidity of explosion of such explosives is very much greater than that of gunpowder. The basis of all high explosives is a chemical combination of certain nitrogenous substances. Nitrogen is an inert element, and therefore does not maintain a firm grip of the substances with which it is united, and such substances are said to be unstable.

"In the production of high explosives the object is to produce a substance which, while reasonably stable under certain ordinary conditions, can be put into a condition of such excessive instability that it will decompose instantaneously. This instantaneous decomposition is explosion, and it is brought about with high explosives by means of a small detonator charge that is exploded in the middle of the charge of high explosives and thereby gives such a shock to the chemical molecular structure of the high explosive that the latent instability is invoked and explosion ensues. A detonator for this purpose usually consists of a shell containing a compound known as fulminate of mercury, with which is sometimes mixed a chlorate, and a detonator must be of such size and power as to be capable of bringing about this condition of molecular instability throughout the whole of the charge to be fired, otherwise a portion of the charge may not be destroyed and may remain a subsequent danger in a mine or elsewhere.

"A safe and characteristic high explosive of the propulsive order is the cordite which is used in firearms of all sizes. Cordite consists of guncotton, nitroglycerin and mineral jelly, suitably incorporated by aid of a solvent, acetone, which is dried out of the mixture and leaves finished cordite as a horny, tough substance, resembling celluloid in appearance. Naturally, in the production of an explosive the dangerous processes must be minimized, and cleanliness, accuracy and great care are required. The nitroglycerin used in cordite is a substance made by acting upon glycerin which has been allowed to absorb a quantity of N. G.; technically is a dangerous liquid, but it can be made safe by certain admixture of other materials.

"Thus, dynamite is merely Kieselguhr, or diatomaceous earth, calcined and clean, which has been allowed to absorb a quantity of N. G. The quantity absorbed must always be less than the capillarity of the cellular diatoms enables them easily to retain without drip or overflow. Kieselguhr fully charged with N. G., so that the liquid leaks out of the compound, is as dangerous as the unabsorbed liquid, because when fully charged there is no capacity for innocuous compression, and the full danger of an incompressible, unstable liquor may be developed by the most trivial cause. In cordite, though solidity has been attained, the dangerous instability has been so far overcome that only by ignition can it again be brought into action. We may thus follow the manufacture of this article as one of the safest and best known propellant explosives, for cordite is used only as an ammunition."

### NOT FOR HIM.

An Irishman one time thought he would spare enough money for a chicken dinner. So he hid himself to the nearest restaurant and proceeded to order his dinner.

"O'll have chicken," said Pat to the waiter.

"Would you like it smothered in onions, sir?" said the waiter.

At this, Pat, with a crash of his fist on the table, exclaimed. "No, be jabers! Give the poor devil a chanst. Wring his neck."



# Gillette Safety Razor

NO STROPPING NO HONING



It Pleases  
Every User.

The Most  
Wonderful Selling  
Razor  
in the World



It pleases every customer, who in turn brings a new customer.  
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

**12 BLADES, 24 SHARP EDGES,**  
Every blade will give from 20 to 40 close, smooth,  
comfortable shaves.

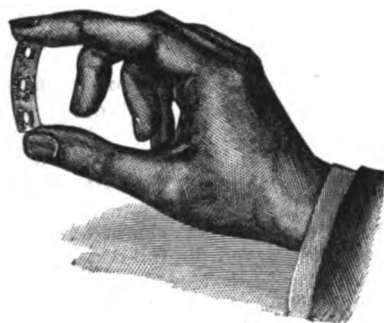
Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

Quadruple gold-plated set with 12 blades and monogram \$12.00.

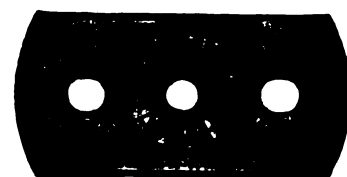
Standard combination set with shaving brush and soap in triple silver-plated holders \$7.50.

Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

Sold by Leading Drug, Cutlery and Hardware Dealers.



*We Supply all Dealers with Signs and Booklets.*

Write us for facts, and for terms.

**GILLETTE SALES COMPANY,**

Times Building,

New York City





## MONEY OUT OF PRESS CLIPPINGS—DISCOVERING AND LANDING POSSIBLE CUSTOMERS.

By JOHN Z. ROGERS, IN THE SELLING MAGAZINE.

Although press clipping bureaus have been established for twenty-five years, of my own knowledge, they are still in their infancy. But they are gradually extending the field and are becoming recognized, not merely as bureaus which cater to the vanity of individuals, but which supply business enterprises with information that creates new customers and swells the profits.

The press clipping proposition is most legitimate. A bureau can make a good profit and yet save its customers a large amount of time, energy and expense. Just think of having a corps of thirty-six lynx-eyed readers carefully read copies of fifteen hundred papers every day for you and charge five cents, or less, for every clipping that is found!

It beats buying one's papers and reading them, either personally or by proxy, through the medium of the typist or the office boy.

Years ago, and not so very many years either, subscribers to clipping bureaus consisted largely of actor ladies and gents, long-haired nearpoets and novelists, and people who were either in what is called "society," or wished to "butt in."

Now it is different.

### INFORMATION WHICH RESULTS IN SELLING GOODS.

Daily, I receive orders from men who do not care a rap about personal mention of themselves in the newspapers, but who do appreciate information or a "tip" which results in securing a new customer or selling a large bill of goods.

I know that a good press clipping bureau can materially benefit the selling and equipment departments of any concern which makes machinery, as well as those concerns which handle any other commodity.

In just what manner each concern can be benefited is difficult to state offhand; it requires a little time and thought to decide upon the subject for which the press clipping bureau should read for you. To illustrate:

I do not claim to be a real good salesman, but the press clipping orders I secure are largely obtained by the making of a suggestion regarding a subject, or subjects, to be read for. Rarely do I enter an office and try to get an order merely on the bald statement that our service is good. Usually I enter armed with a specific subject that I think will result in a contract. Sometimes, the results are as I desire, but not so often as I would like.

### THE BUSY (?) MAN.

One difficulty I constantly encounter is that which machinery salesmen and, in fact, all salesmen meet: the busy (?) man who is so awfully busy that he has no time to attend to business. He cannot see anyone other than a possible customer. Then there is the "wise" man who is so extremely wise that it is impossible for him to acquire even a little wisdom from another. As a rule these gentlemen are barricaded behind partitions, and bars, and doors, and gates and other things. They are too busy to see a salesman, fearing they might be induced to sign a contract, and that would mean paying out money. Horrible thought!

So these busy business men send out word by little Willy, the office boy, that they "don't need no press clippings." They "ain't doin' no advertisin' no more." Then, finding it impossible to obtain even a slight opportunity to enlighten the busy gentleman regarding the benefices which I am able to prodigally bestow upon him, I made a dignified exit, all the time saying things under my breath.

It is at least some satisfaction to note, as time goes on, that these busy men who have no time to see salesmen ultimately lose their jobs if they are employees, or, if they are employers, they always, sooner or later, go into bankruptcy.

This is a diversion from the subject, I realize, but inasmuch as I feel it will strike a responsive chord in the breasts of the salesman readers, it should be permissible.

### HOW DIFFERENT LINES USE PRESS CLIPPINGS.

To return to the specific proposition on which I try to win a contract and which will, indirectly, contain the information which the head to this article suggests!

A savings bank was advertising for depositors in the daily papers, and was mailing thousands of booklets broadcast. I suggested press clippings relating to engagements and marriages. Why? Because when men and women are engaged to be married they are most easily induced to start a savings bank account than at any other time. Result: a contract. A trust company advertised letters of credit to travellers' cheques in the newspapers. A contract was secured for clippings relating to people who were to sail abroad, with their home address, of course. A safe deposit company was anxious to lease more boxes, from \$5 a year up. An order was obtained for clippings of burglaries. To further illustrate briefly: an order from a maker of artificial limbs for clippings of amputations; one from a maker of uniforms

for clippings of newly organized bands, military and other organizations; a contract from the maker of an anesthetic for clippings of accidents resulting from applications of anesthetics; and, directly in the medicine line, the manufacturer of a safety device of steam engines gets clippings of all flywheel accidents, which he uses not only as advertising ammunition, but follows up in each case by correspondence before the victim's first scare is over.

### OTHER USES FOR PRESS CLIPPINGS.

These illustrations should be sufficient to explain the object of this article, but to give a few more suggestions: I am not well up on machinery, but were I a selling agent, or a salesman for a machinery house, I think I would get a press clipping bureau to read for me regarding the establishment of plants that would probably need my goods; also fires in such plants, for a fire means new business. It would also be well to get clippings regarding what the other fellow is doing. For instance; if an accident occurs in a factory where his goods are used it would be of advantage to know of the fact.

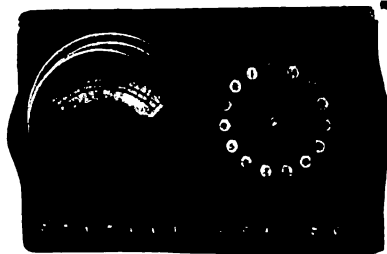
These suggestions are brief, I know, but they should serve to illustrate. The weekly and monthly trade papers print much information along these lines, but it is usually late news and of very little value when time is an object. A good press clipping bureau will tip you off days and weeks before you can get the information from the trade papers.

### CLIPPINGS OF COMPETITORS' ADVERTISEMENTS FOR PUBLICITY DEPARTMENT.

The publicity man can also benefit by the press clipping bureau, especially when his competitor uses space in the daily newspapers. In this case the bureau can furnish him clippings of the other fellow's ads. in papers in distant cities.

An up-to-date clipping bureau can satisfactorily read for any conceivable subject and in newspapers in certain sections of the country, so-called restricted territory, if the customer desires.

A good service is of value to every live manufacturer, firm or corporation. There are three points to be observed: subscribe to a reliable bureau; select the subjects to be read for very carefully; and send out good literature.



## Weston Electrolytic Voltmeter

The accompanying cut illustrates a new model WESTON VOLTMETER expressly designed to meet the requirements of ELECTROPLATERS, ELECTROTYPERS and others engaged in the art of ELECTRO-METALLURGY. It is accurate and thoroughly reliable. It is built in a thoroughly substantial manner; the workmanship is high grade. It is provided with a 15 point switch so that the difference of potential can be determined at any one of 15 tanks or all of them successively. It is *low priced and good*.

Special Bulletin describing the instrument and giving prices can be obtained upon application.

**Weston Electrical Instrument Co.,**  
Waverly Park, NEWARK, N. J., U. S. A.

THE HEATH HARDWARE CO., Monroe, N. C.

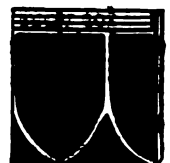
# SOLD

## Several Car Loads of Cortright Metal Shingles

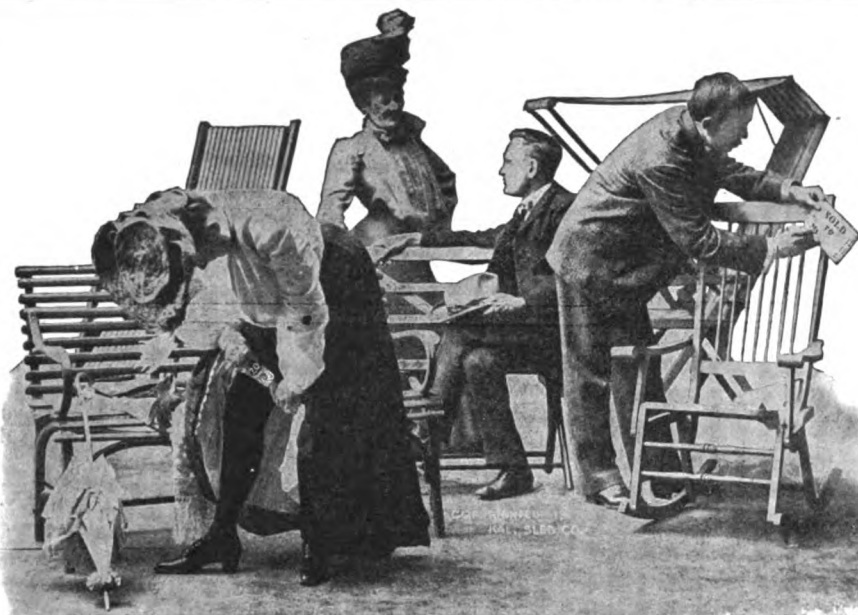
and made a good big profit during 1906. So did a number of others. Don't you want to join them in 1907?

Write for prices and particulars.

**Cortright Metal Roofing Co.**  
524 Walnut St.  
PHILADELPHIA, P. A.







Where do you keep  
**YOUR money?**

Why not invest a part of it in

**KALAMAZOO  
SUPERIOR  
QUALITY**

**LAWN FURNITURE**

and be able to supply the demand we are creating for you with our big campaign of magazine advertising which starts this month?

Then there will be **MONEY**  
in **YOUR** stocking.

Our Furniture **SELLS ITSELF** on account of its **UNUSUAL** and **EXCEEDINGLY ATTRACTIVE QUALITY** and **DESIGN**

We offer a large variety, over 50 designs, including Swings, Bent Wood Furniture, Folding and Reclining Chairs, Rockers, Settees, Hammock Stands and other furniture novelties for lawn, porch, camp, beach, steamer or invalid. **Every piece guaranteed to give satisfaction or no sale.** Every one can be suited both as to quality and cost. Send for Catalogue No. 9, showing illustrations in natural colors.



**KALAMAZOO SLED CO., 320 Third St., Kalamazoo, Mich.**

**Largest Manufacturers of Children's Sleds in the World. Send for Catalogue No. 14, showing over 100 designs of Children's Sleds, Sleighs and Cutters.**



## At the Head

Of all Axle Grease is the Frazer—the Old Reliable. It has greased all kinds and conditions of Axles for

## Half A Century

with uniform satisfaction to both dealer and user.

Don't make the mistake of ordering cheap stuff—the Best—Frazer—is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

**Frazer Axle Grease**



Absolutely High Grade

## NINE-TENTHS SAVED

of the cost of Electricity and gives as brilliant a light.

**They sell easily,** and make a rich window display.

For the home, office, store, school or public building.

We furnish attractive show card, and make special prices to the trade.

HARDWARE

**MANHATTAN SCREW AND STAMPING WORKS**

West End Ave. and 67th St., New York



Please mention **HARDWARE** when writing to advertisers.



## HARDWARE TRADE NOTES

### AMONG THE MANUFACTURERS.

Ladoga, Ind.—G. W. Anderson, manager of the plant here, has been notified that the American Fork & Hoe Co., of Cleveland, Ohio, that owns the Ladoga rake factory, will move the plant from Ladoga to Jackson, Mich., probably within the next month or six weeks. They have buildings at Jackson which have been used for another department of their business, but are now vacated, and will be used for the manufacture of rakes.

Marion, Ind.—Robert H. Frank as receiver of the Morris Hardware Mfg. Co. has been ordered to sell the property at private sale.

Memphis, Tenn.—Six large frame warehouses, to be 50 by 216 feet, will be erected by the National Handle Co., the new combine formed here recently with a capital of \$1,000,000, on a big tract of land, at Arkansas Street and Wisconsin Avenue. It is the idea of the National company to employ warehouses instead of kilns for drying the handles, as it is thought the wood becomes better seasoned by natural drying than it does by the use of artificial means.

Montour Falls, N. Y.—The General Pneumatic Tool Co. at its annual election elected the following officers: President, Robert T. Turner; vice-president, C. F. Carrier; secretary, James A. Sheppard; treasurer, Frank A. Hatch; directors, Robert T. Turner, C. F. Carrier, James A. Sheppard, Frank A. Hatch, C. D. Clawson, William H. Cronk and D. M. Pratt.

Providence, R. I.—A meeting of stockholders of the American Wringer Co. has been held in the Banigan Building, at which reports were heard from the various officers, and directors were elected. The board of directors elected was as follows: W. S. Granger, Lyman A. Mills, W. S. Ballou, A. G. Beardsley, Jr., J. F. Hemenway, Stanley G. Smith, Dr. James E. Sullivan and Edward R. Rice. The present officers of the American Wringer Co. are: President, W. S. Ballou; treasurer and business manager, H. G. Beardsley, Jr.; secretary, Stanley G. Smith.

Washburn, Mo.—George G. Wiley & Son have purchased the Hardware store of J. A. Frost.

Watertown, N. Y.—The Harbottle Company, doing a general Hardware business in the Harbottle Building at the east end of Public Square, recently moved to the first store in the new Vassar apartment and business building in State Street, and now occupy No. 7, affording larger and more modernly-equipped headquarters.

Weiser, Idaho.—Herman Haas has succeeded to the Hardware business of Haas Bros.

North Tonawanda, N. Y.—The Buffalo Cordage Company has finished moving its machinery office here from Buffalo.

Perry, N. Y.—The Robeson Cutlery Co. have purchased the D. B. Starks property adjoining their works on Main Street. It is understood that the company intends to enlarge its works the coming Spring.

Newark, N. J.—Included in the large amount of new work in the building trade announced is an extension to the plant of the Atha Tool Company, to be erected in

Albert avenue. The building, which will be used as a tempering plant, will be two stories in height, and will cover an area of 65 by 180 feet. It will be a fire-proof structure, the walls and floor construction of which will be of reinforced concrete. It will cost about \$20,000.

Norwich, Conn.—The International Silver Co. is to make large additions to its factory, known as Factory G. A new one-story building, 50 by 200 feet will be erected and an old two-story brick building, 50 by 100 feet will be remodeled. A new Harris-Corliss 200-horsepower steam engine and two 150-horsepower Biglow boilers will be installed and a radial chimney, 110 feet high, with 5-foot flue, will be erected. These changes will increase the capacity of the plant 350 dozen table knives a day, making a total of 950 dozen.

Milwaukee, Wis.—Econometical Tool Co. have filed articles of amendment increasing the capital stock from \$6,000 to \$20,000.

Port Clinton, O.—The plant begun two years ago by the United States Hardware Manufacturing Co. and never completed because of financial difficulties, will be soon in operation. The company went into a receiver's hands last Fall. A new concern was organized under the name of the National Hardware Manufacturing Co., which purchased the plant at receiver's sale. The company is fully financed and the cash for the completion of the building and the installing of machinery, etc., is in the treasury. It is hoped to have a force of operators at work manufacturing their various products before the first of June.

Oneida, N. Y.—The Oneida Steel Pulley Company is making preparations to build a large addition on the Linden street side of its factory as soon as the weather will permit. The new building is made necessary by the increasing business of the firm, which is hardly able to keep up with the orders for both wood and steel pulleys.

Rochester, N. Y.—Work will soon be commenced on a plant for the Rochester Non-Rust Tinware Company, which was recently incorporated at Albany. A tract of land containing four and one-half acres, fronting 660 feet on University Avenue, 364 feet on East Boulevard and 678 feet on the main line of the New York Central Railroad, has been purchased and it is expected that the contract for the erection of the buildings will be let soon.

Rockford, Ill.—The Smith Improved Lock Nut Company, besides having just completed a two-story addition, doubling the floor space of its main plant, is preparing for a new factory to be three times the size of the present plant. In addition to the manufacture of lock nuts, the present plant is now equipped for the manufacture of common bolts and nuts and track bolts.

Torrington, Conn.—It is announced that the Union Hardware Company has taken over the business of the Bridgeport Gun Implement Company, which was a branch of the Union Metallic Cartridge Company of Bridgeport. The Union company, which has made a specialty of skates and Hardware, recently began the manufacture of gun implements, and its recent acquisition will enable it to expand this branch of its operations. The company is making ex-

tensive additions to its plant. It has awarded the contract for the erection of a new wood-working factory, which will add 4,000 square feet of floor space to the plant. The contract calls for the completion of the work by July 25.

Utica, N. Y.—The Utica Drop Forge & Tool Company have just completed a two-story addition to their plant near the Halfway Bridge. It is 35 by 68 feet in size and is of mill construction. This building is in part to replace one which was torn down, yet it covers so much more ground that it is a substantial addition to the plant of the company. It provides room for the storage of finished products and for the production of additional goods.

Waterloo, Ia.—The J. S. Kemp Manufacturing Company, which makes farm implements at Newark Valley and Waterloo, under license from the Kemp & Burpee Manufacturing Company, has sold its plant and business to the International Harvester Company for about \$400,000. In addition to this Mr. Kemp sells as an individual some patents to the trust, as the harvester company is known, and his company reserves the Canadian rights. A new factory has been established at Stratford, Ont.

San Francisco, Cal.—Baker & Hamilton, the big San Francisco jobbing firm, are undergoing an internal reorganization. They have filed a petition praying for permission to change their name to the Baker & Hamilton Co., the purpose being, it is stated, to "transfer the business to a new company to be known as Baker & Hamilton, which is to be organized by the directors of the old company." The new corporation, it is explained, will simply be a holding company for the stockholders of Baker & Hamilton.

Terre Haute, Ind.—L. L. Langton is negotiating with several parties in Des Moines, Iowa, with the intention of starting a large factory in that city for the manufacture of gun stocks and will, in all probability, lease the building formerly occupied by Casebeer & Barnes, who deal in lumber for gun stocks extensively and have only carried on the manufacture of them on a small scale. The majority, and most all the good gun stocks, are turned from walnut and Des Moines is so advantageously situated in the heart of a country where there is a large amount of walnut timber, that it offers splendid opportunity for a venture of the kind which Mr. Langton has in view. Speaking for the company, Mr. Langton stated that the stocks would only be made in the rough, as they are purchased in that state by the gun manufacturers and stored a number of years for seasoning, after which they are finished.

### ◆ RUST ON NICKELD OBJECTS.

One of the best recipes we know of for the removal of rust from nickeled objects is the following: Smear the rusted surface with grease, and after a few days rub with a rag soaked in ammonia. If some spots resist, pour carefully on a little dilute chlorhydric acid: wipe off immediately, wash with water, and when the surface is dried, apply rottenstone.



## AUTOMOBILE SUNDRIES RECORD

### MANHATTAN SCREW & STAMPING WORKS.

We show herewith illustration of the new premises just purchased by the Manhattan Screw & Stamping Works, of New York. These premises situated at West End Avenue and Sixty-seventh Street are of the most modern construction, six stories high, and have a floor space of about 75,000 square feet; that is, about double the space occupied in their old quarters previous to its destruction by fire.



MANHATTAN SCREW & STAMPING WORKS.

A vast amount of new, up-to-date machinery has been purchased, including some special labor-saving devices. Their equipment will embody the most modern machinery and methods for the handling of every branch of their business. Taken as a whole, the equipment in general will be of such a character as will make their factory the most modern and up-to-date in every sense of the word. Special arrangements are also being made for the comfort of their employees.

Aided by this additional floor space and enlarged facilities the Manhattan Screw & Stamping Works will continue manufacturing along the lines so well known to the trade, viz.:

Phoebus Automobile Lamps and Generators.  
Auto Specialties,  
Progressive Mantle Caps and Wires,  
Inverted Burners,  
Special Metal Goods, etc.

They are now in such excellent position to turn out these goods that we feel most positive they will do more than justice to all their clientele.

The future will be marked by an additional array of specialties, both automobile and incandescent, which they will shortly commence to manufacture. We feel it will be of interest to the trade to watch for this notice.

We have already welcomed the Manhattan Screw & Stamping Works into our fold on a previous occasion, and we are proud of the way they have thus far filled their mission. May their new home prove an incentive to their untiring energies and may their future success be of such a magnitude as to far outshine even the brilliancy of their past. We are sure that in extending these good wishes we voice the sentiments of all the trade.

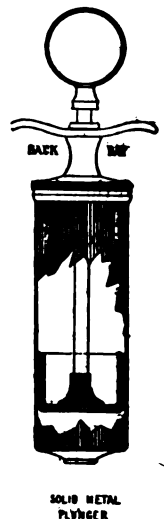
### "B"-LINE OIL AND GREASE GUNS.

The Randall-Faichney Co., Boston, Mass., are the manufacturers of the "B"-Line Oil and Grease Guns, which are of the finest workmanship, perfectly adapted to handle lubricants of every description, and are constructed on lines hitherto considered impossible. The fitting of the pistons without leather, cork or other packing; the easy, one-hand manipulation, and the absence of leakage, never fail to surprise the examiner and give pleasure to the operator. Theoretically, the mechanical

oiling devices take care of lubrication questions in automobiles. Practically, the emergency oil gun is absolutely indispensable. Not to mention the time when some part fails to do its work, there are the various oil cups that need to be reached, gear boxes that have to be packed, and transmissions that have to be lubricated, and then there are the periodic overhauls and cleanings that call for the handling of gasoline and kerosene. But it is when one is in a hurry that the value of a good instru-



"BOSTON" COMBINATION OIL AND GREASE GUN.

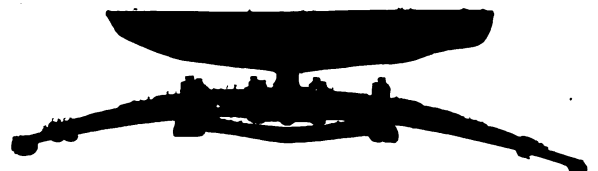


"BACK BAY" GREASE GUN.

ment is best revealed. The oil guns of the past have been totally inadequate, cheap and unsatisfactory. A revolution has been brought about by the production of this line. Heavy greases and other lubricants of great density, especially as applied to gear cases, etc., cannot be applied with the ordinary type oil gun. The Boston Combination Oil and Grease Gun will handle the most solid lubricants in use as readily as it will the lighter ones. It is made of polished brass, lacquered, and equipped with an oil tip, a grease tip and plug for closing. The lock-nut moves freely with the piston, unless engaged by thread, in which position the piston is driven forward by screw motion and exerts a pressure that will handle the heaviest greases. The smaller illustration shows the "Back Bay" Grease Gun, which is made for one-handed manipulation. The "Back Bay," with heavy shaped finger-rests and ring, is made of polished brass, lacquered, and furnished with oil tip, grease tip, and plug for closing.

### THE EMERGENCY SPRING REPAIRER.

The above cut shows the Emergency Spring Repairer, which is not only simple in construction, but made of drop-forged steel, and so well made that it was attached to a five passenger 35 h. p. Motor Car, which was run a distance of 842.3 miles over all kinds and conditions of road surface before the spring



THE EMERGENCY SPRING REPAIRER.

was replaced by a new one. This not only shows its great efficiency, but is conclusive proof that it should be part of every auto tool kit, and that no trip should be made without it. It can be applied to a broken spring of any size without noticeably reducing the resiliency of the spring. It is made by the Emergency Spring Repairer Co., 78 Broad Street, New York.



# STOP !!!

and read about

## PHOEBUS LAMPS AND GENERATORS



They are good things, and you should know about them.

They are the best of their kind, and if there is anyone in the world who wants the best, it is the Autoist.

Especially when sold at a moderate price, as is the Phoebe.

We also manufacture an excellent line of **AUTO SUN-DRIES**, which includes Exhaust Horns, Tire Holders and Extensions, Tire Pumps, Oil Guns, Horn Screens, Flexible Metallic Tubing, etc.

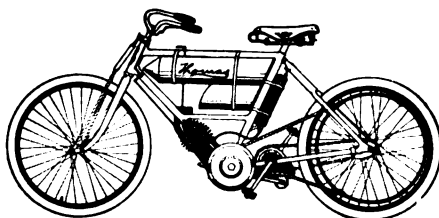
**OUR 1907 CATALOG** describes them all.  
Send for it.

**MANHATTAN SCREW & STAMPING  
WORKS.** West End Ave. & 67th St.  
New York City

HARDWARE

*Phoebe*  
THE LAMP OF QUALITY

## NEXT TO



## FLYING

Immediate Delivery!

## The THOMAS AUTO-BI

### MR. HARDWARE MAN:

The demand for motorcycles is increasing by leaps and bounds.

A MOTORCYCLE AGENCY IS NOW A NECESSARY PART OF YOUR BUSINESS.

It remains for you to select a machine that's easily sold, that has a good margin of profit and one that **STAYS SOLD** without giving you or the buyer trouble. We ask you to let us **PROVE** that we have the best motor-cycle for all around use ever built.

*Catalogue Free. Live Agents Wanted.*

### The THOMAS AUTO-BI COMPANY

1400 Niagara Street, BUFFALO, N. Y.

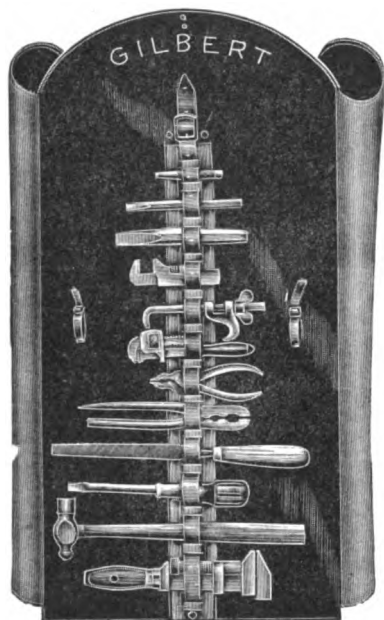


## AUTOMOBILE SUNDRIES RECORD

(Continued from page 38.)

### GILBERT TOOL KIT.

Gilbert Mfg. Co., New Haven, Conn., are engaged in the manufacture of a line of automobile supplies of the highest possible grade and utility, in regard to which they state that nearly all the supplies shown in their catalogue are strictly original with them, and positively unknown before they placed them on the market. Having catered to the requirements of automobilists during the past four years, they have become intimately acquainted with their needs, enabling them to offer a line of goods that will fill every requirement demanded. They consider their Tool Rolls the most practical method of carrying tools, as they roll up in a small roll, keeping the tools clean

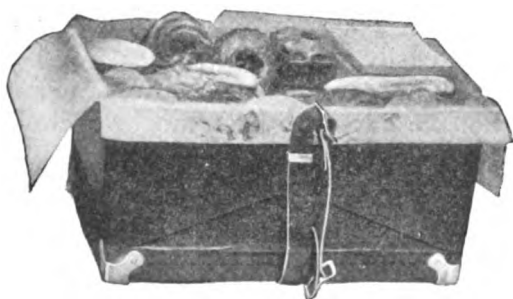


GILBERT TOOL KIT.

and from rattling. These rolls are extremely durable and are readily cleaned when soiled, and if they should become greasy from soiled tools gasoline may be used to clean them without the slightest injury. We illustrate their Style C Tool Roll, equipped with a full set of the most practical and high-grade tools—articles much needed, but not commonly furnished with equipment on motor cars. They are not placing a large number of cheap and useless articles in the rolls, nine-tenths of which can never be used, but are offering a sufficient quantity of substantial, high-grade articles, every one of practical use to the motorist. The Style C is made from enameled duck, black finish, and furnished complete with tools. They also make use of fabric leather of the same finish, and with tools.

### AUTO FOLDING LUNCH BOX.

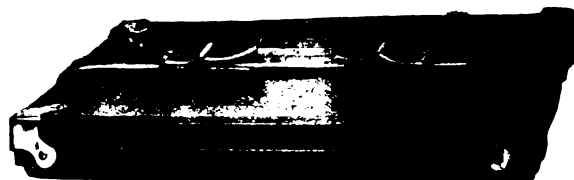
Atlas Mfg. Co., Hampton, N. H., are manufacturing the Auto Folding Lunch Box, which is practically a new departure, for while it operates on the same general principles as the collapsible



AUTO FOLDING LUNCH BOX.

boxes of various kinds, it is far superior to many of them in design and practicability. Made from the finest leatherboard, it is light, yet strong, and well braced, the sections being bound to-

gether with sheepskin hinges, which are guaranteed not to break or chafe through. When assembled and ready for use, and when filled with food, the walls of the box overlap and reinforce each other, thus adding greatly to its strength. Both the cover and handle of the box have handsome nickeled metal or solid brass corners, which protects it from injury and further strengthen the entire box. The Auto Folding Lunch Box is 12 inches long and 8 inches wide and 7 inches high, and will hold luncheon for six persons. The colors are black and tan. When filled, and the cover is pressed down, a strong adjustable leather strap is placed about the box, being drawn through staples on the side walls, and

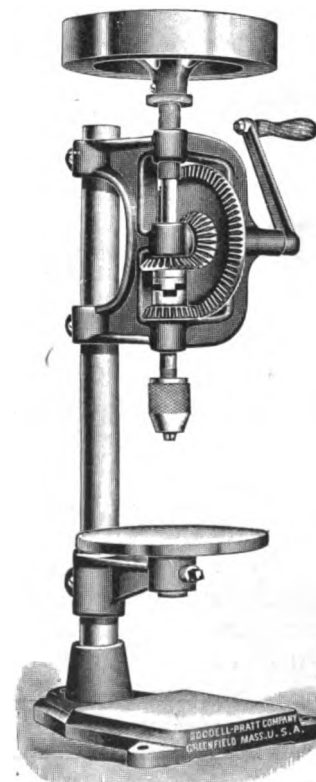


AUTO FOLDING LUNCH BOX—FOLDED.

all is ready for the day's trip. When the lunch is over, all you have to do is to collapse the box by holding the flaps against the end walls; fold said walls inwardly, put on the cover, adjust the strap and you have your Auto Lunch Box in the form of a package no larger than a magazine and about the same general dimensions. It is claimed to be one of the neatest, most compact and serviceable outing accessories ever made. The box is dust-proof, rain-proof and insect-proof. In the home it is equally considerate of space, and is always ready at a moment's notice to minister to the wants of the individual or his friends. In material, workmanship and construction it combines every essential of quality, strength, durability and neat appearance.

### NEW BENCH DRILL, NO. 72.

The Goodell-Pratt Company, Greenfield, Mass., are putting on the market a new Bench Drill, known as their No. 72, and illustrated herewith, which they



NEW BENCH DRILL NO. 72. ♦

describe as a strong, serviceable machine, weighing 50 pounds; having a tubular upright shaft, cut gears, two speeds; fitted with a 3-jawed chuck, capacity 0 to 1/2 inch, provided with two tables, one oblong and stationary, the other round and swinging; heavy balance wheel, turned and polished; making a Bench Drill of attractive design, practical construction, and great utility. The extreme height of this machine is 27 inches, height to top of the tube 24 1/2 inches; extreme distance from round table to chuck, 5 1/2 inches; extreme distance from rectangular table to chuck, 11 inches; diameter of round table 7 inches, size of rectangular table 6 inches by 7 inches; diameter of balance wheel 7 inches. They also furnish this same machine equipped with a double-acting vise, in place of the round table, this vise being attached to the swinging arm, which can be thrown back out of the way when not in use.

That Cincinnati minister who stated that he "would rather bet on a horse race than play euchre for a prize" may not know it, but very likely a good many of his congregation feel exactly the same way, especially about county fair time.



## Automobile Supplies



The demand this year for motor supplies will be greater than ever, and by putting in a small line of these goods you can make money.

We can tell you just what you should handle and can supply you with everything at lowest wholesale prices.

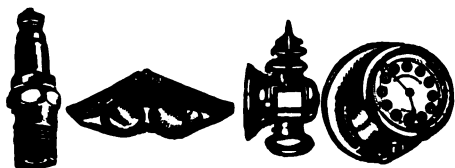
Better get in line immediately before it is too late.

Catalogue sent to interested parties.

Write us now. We are glad to give any information within our power.

**PIERSON MOTOR SUPPLY CO.**

1175 BEDFORD AVE., BROOKLYN, N. Y.



## Catalogue of New Goods

¶ A 32-page Supplement to our Sporting Goods Catalogue No. 36 has just been issued. It contains all the new Athletic and Gun goods and should be in the hands of every dealer.

Just write us "Send Supplement No. 1."

## Single Barrel Guns

¶ We've a mighty low price for the dealer who didn't buy before the manufacturers advanced the prices. Our only object in selling them so low is to take care of our old customers and open a few new accounts with desirable dealers. Will you write us?

## A Bargain in Double Guns

¶ American made, double barrel, hammerless guns of good quality, for you to retail at \$15.00 or less and make a good profit. Full particulars and net prices by mail.

## Bicycle Goods

The signs of the times point to a revival of the Bicycle and it will pay every dealer to cultivate this trade. Get Catalogue No. 38 and do business with the largest jobbers of Bicycle Supplies in the East.

**New York Sporting Goods Co.**

17 WARREN  
STREET



NEW YORK,  
U.S.A.



# ATLANTIC

## GALVANIZED STRIPED WARE

If quality, price and profit means anything to you, you ought to become our customer.

You can best appreciate what the "Atlantic" is like by sending us a sample order. Then watch it sell.

Wear well? Made of smooth galvanized sheets, heavily wired around top, double re-enforced, with double-seamed raised bottom, it will outlast the other kind.

You ought to see our Wash Boilers, Household and Dairy Tinware!

*Send for new Catalog.*

**Atlantic Stamping Co.**

185 Ames St., Rochester, N. Y.





## STOVE MANUFACTURERS' RECORD

### THE NEW VULCAN CABINET RANGE, NO. 1186.

William M. Crane Co., 1133 Broadway, New York, are the manufacturers of the New Vulcan Cabinet series of Gas Ranges, of which we show the No. 1186 in the accompanying illustration. This Range is referred to in the following: For family use there is hardly a requirement but what could be supplied from this line. The No. 1186 has the regular four top burners, with the oven and broiler at a most convenient height. If your consumer desires a plate warming attachment this can be supplied. The

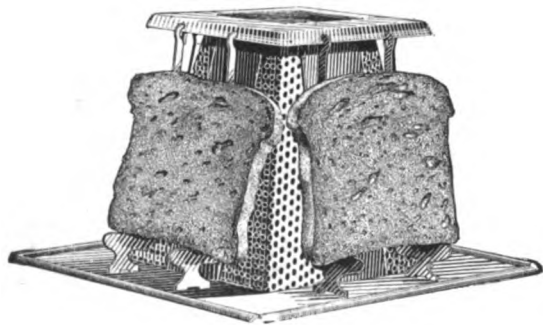


THE NEW VULCAN CABINET RANGE, NO. 1186.

warming closet is heated by a special burner under the closet and controlled by a separate gas valve at the side of the Range. The closet is extra large, having warming space sufficient to care for all the china necessary for an elaborate dinner. It will be noticed that the closet is fitted with two sliding doors. These, when opened, permit of the largest size platter being placed in the closet. If a four-hole Range is not large enough for your consumer, the hot-plate attachment can be added. The hot-plate attachment is separate from the Range, and can be attached to the Range at any time. Both the oven and the broiler on these Ranges are very roomy, being full 18 inches square. The broiler, too, has been made extra high, so as to accommodate a large-size roast.

### THE VULCAN TOASTER.

William M. Crane Co., 1131-1133 Broadway, New York, are the manufacturers of the Vulcan Toaster which is shown in the illustration that accompanies this article, and is claimed to represent the very latest type of toaster designed for use on gas ranges, oil or gasoline stoves. The Vulcan is made with a square crumb retainer at the bottom, from the center of which arises a square-shaped radiator which is surmounted by a bind-



THE VULCAN TOASTER.

ing cap and heat reflector. Supports for holding bread during

process of toasting are arranged on four sides of the radiator, and immediately under these are four baffle plates, placed there for the purpose of forcing the heat from the center (the hottest point) to the sides. At the bottom of the crumb retainer and immediately under the radiator, there is a perforated iron plate. When the toaster is in position on the stove this perforated plate is directly over the burner, and, when same is lighted, quickly comes to a red heat, producing the same result and effect as live coals. The Vulcan Toaster is the only one ever invented having these features, and it is the only toaster upon which four slices of bread may be toasted at one time without the need of shifting the position of the bread during the process of toasting.

### QUAKERTOWN STOVE COMPANY.

The Quakertown Stove Co., Philadelphia, Pa., have just finished their new building, 67 North Second Street, where they occupy four floors. On the first floor is the show room; the second floor, the stove repair department; third floor and basement, the stock rooms; the fourth floor is equipped as one of the best shops for construction work in Philadelphia. Their semi-plain new line of Ranges, of which two patterns are now on the market, will be finished and ready for the market this Fall.

### HOWARD STOVE & MANUFACTURING CO.

The Howard Stove & Mfg. Co., Savannah, Mo., have enlarged their factory considerably to accommodate the manufacturing of a new line of Gas Cook Ranges for the American Gas Stove Co. of St. Joseph, Mo., which will be known as the American Rapid Range. They believe them to be the most economical and durable Range on the market. They are made of No. 22 gauge Wellsville polished steel. The jacket is double and asbestos lined, made in 16 and 18 inch size, and in three styles. They are handy and easy to operate. Top burners have a large ventilation, making the Range absolutely safe and without danger of explosion. The oven has a baffle plate over the top, forcing all the heat to the front of the oven before it passes out, which gives an even temperature both back and front. The burners are the latest improved corrugated burners and the most easily cleaned of any burners on the market. We predict for this line an immense sale, as these stoves work equally as well with natural gas as artificial gas.

### THE McCRUM-HOWELL CO.

The McCrum-Howell Co., successors to the Kellogg-McCrum-Howell Co., 46 and 48 East 20th Street, New York, write us as follows:

"It may be of interest to you to know that we are making steady progress in placing our wares before the public. We are just after closing a deal with one of the leading export houses in New York, whereby we shall have direct representation in Japan. A good-sized order for 'Richmond' Boilers and 'Uniontown' Radiators is now being assembled and prepared for shipment to the 'Land of the Chrysanthemum.'

"The placing of this order with the McCrum-Howell Co. is a handsome tribute to the cumulative merits of the 'Richmond' Boiler, as it was entirely through this medium that the Japanese trade became acquainted with the house-heating product of the McCrum-Howell Co.

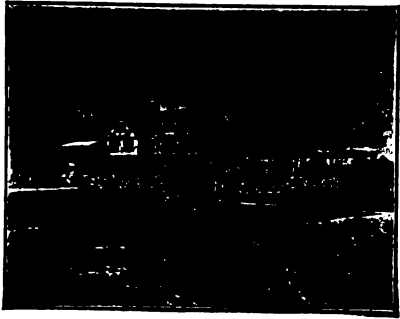
"It seems that in days gone by, the old Richmond Co., to which the McCrum-Howell Co. is the successor, established a European branch or selling company, which sold thousands of 'Richmond' Boilers to the Continental European trade.

"Among the Japanese consuls and diplomats accredited to European Courts, several leased residences in which 'Richmond' Boilers were installed for heating purposes, and as the 'Richmond' was the pioneer among American low-pressure, house-heating boilers seeking the European trade, the astute Japanese representatives thus became interested in this satisfactory method of house-heating.

"In the natural sequence of events, these 'Yankees of the East' became imbued with American ideas on house-heating so that now they are having their permanent homes in far Japan heated by 'Richmond' Boilers and 'Uniontown' Radiators."



## Profitable Heating



KELSEY HEATED, near Providence, R. I.

### The Man Who Makes Money

in the heating business to-day is not the man who is selling any kind of a furnace at competition prices, but is the one who is striving to get the best kind of results, and sells his customers a heater that pleases them and brings him more business.

The day is gone by when heating contracts are secured simply by being the lowest bidder.

### 30,000 KELSEY Warm Air Generators

have been sold since 1885—and every year because of the good results secured, the sales increase. Not only this, but the Kelsey System is being installed in the very finest class of residences, churches and schools, and are becoming so well known that Kelsey dealers everywhere are soliciting the best kind of heating work, and are securing contracts at prices not made to meet any kind of competition.

### There's Only One Warm Air Generator

Why not write us about the Agency Proposition?  
800 dealers are now selling.  
It might pay you to act quickly.

**KELSEY HEATING CO., Makers.**

Syracuse, N. Y.  
New York Office, 156 Fifth Ave.  
Chicago, Cook & Van Evera Co., 38 Lake St.

## A GREAT MONEY MAKER



This is the  
verdict of all  
merchants  
who are hand-  
ling the

### OHIO COMBINATION STEAM COOKER and BAKER

The Ohio Cooker is being advertised in magazines having a circulation of over ten million women, who are interested in a kitchen device that will save kitchen drudgery, reduce their fuel bills 50%, and save as much more in time, labor and provisions. It cooks all articles of food deliciously, and it makes tough meat tender.

We are getting thousands of inquiries in from every town in the country from our advertising. All inquiries where we have local dealers are referred back to the dealer. Handsome display cards are furnished, together with a fine Electrical Display Stand, also a supply of literature. A handsome 48 page catalogue and price list giving discounts, will be mailed you on application.

Don't fail to write immediately, and secure the agency for this great money maker. Address,

**The OHIO COOKER CO.**  
600-17 JEFFERSON AVE., TOLEDO, OHIO.



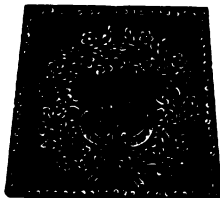
## DON'T

throw away your worn-out chairs. **MEND THEM.**

The above appeal made to customers will sell

## UNIVERSAL CHAIR SEATS

in nine cases out of ten.



**BETTER  
THAN  
LEATHER**  
because they  
wear longer  
and are of  
the same col-  
or through-  
out.



**BETTER  
THAN  
WOOD**  
because they  
do not crack  
and can be  
trimmed down  
to fit any  
chair by means  
of a pair of  
scissors.

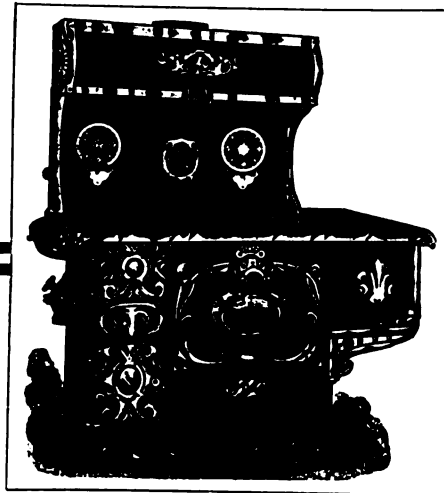
**BETTER THAN CANE** for reasons which are so obvious as not to need mentioning.

**CHEAPER THAN ANY. AN EASY SELLING LINE.**

A letter from us will interest you. Write us.

**EUREKA CHAIR SEAT CO., 137-139 E. Washington St.  
SYRACUSE, N. Y.**

## IN EVERY PARTICULAR THE TRIUMPH RANGES LIVE UP TO THEIR NAME



### Mail Order Competition

Has no terrors for the dealer who  
handles them.

### THEY DEFY ANY AND ALL COMPETITION

|                                           |         |
|-------------------------------------------|---------|
| No. 8 or No. 9-16 with Res. and H. Closet | \$18.00 |
| No. 8 or No. 9-18 with Res. and H. Closet | 20.00   |
| No. 8 or No. 9-20 with Res. and H. Closet | 22.00   |

TERMS NET CASH

Be sure to write for Catalogue, as well as our Special Offer  
to Stove Dealers.

**BONNET-NANCE STOVE CO., Chicago.**



## HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Stores, Incorporations, Etc.

Albion, Ill.—Smith Mayes & Co. has been incorporated; capital, \$20,000; dealing in Hardware and implements; incorporators, Arch C. Smith, Frank D. Mayes, Morris Smith.

Anselmo, Neb.—Leonard Bros.

Aquilla, Tex.—The Garrett-Gibson Hardware Co. has been incorporated; capital stock, \$8,000; incorporators, W. T. Garrett, G. C. Gibson, R. E. Finley and H. C. Finley.

Cadams, Neb.—Hall & Hall.

Clay City, Ind.—The Farmers' Hardware Co., successors to Smith & Schafer, has been incorporated with a capital stock of \$12,000 to do a general Hardware and implement business.

Elkhart, Neb.—J. E. Mangold.

Kewaunee, Wis.—Kewaunee Hardware Co. has been incorporated; capital, \$15,000; incorporators, Charles V. Mashek, Mary Mashek and Charles Metzner.

Meridian, Miss.—The charter of incorporation of the Bennett Brothers' Hardware Co. has been filed. The new firm is capitalized at \$10,000 and all of its stockholders are residents of Meridian.

Oakland, Cal.—Articles of incorporation of the Western Heavy Hardware and Iron Co. have been filed. The capital stock is \$15,000. The incorporators are J. Nesbitt, G. L. Griffith, H. L. Van Winkle and C. A. Nesbit.

Parkersburg, W. Va.—Frank Borum has resigned his position as traveling salesman for a prominent Hardware company in St. Louis and will engage in the same business. He will in a few days open a store in the Quick building at the corner of Seventh and Swann streets.

Phoenix, Ariz.—J. B. Long and his sons, J. W. and Charles O. Long, have formed the Phoenix Hardware Co. and have taken over the stock of the Phoenix store of the Arizona Hardware and Vehicle Co.

Portland, Me.—The Burbank Co. has been incorporated; Hardware of all kinds; capital, \$10,000. President, H. A. Peabody, Portland, Me.; treasurer, E. A. Burbank, Berlin, N. H.; clerk, C. W. Peabody, Portland, Me.

South Boston, Va.—The Farmers' Hardware & Supply Co. has recently been organized, with R. S. Barbour, president; D. Lawson and J. Younger Tune, vice-presidents, and W. Tyree Wright, late of the Old Dominion Hardware Co., secretary and treasurer.

Stockport, Ohio—The Stockport Hardware Co. has been incorporated; capital, \$10,000; incorporators, J. Lynne, Thomas Muse, E. E. McSwords, Walter Ellis, Milton Walker and C. H. Fouts.

West Allis, Wis.—The Russell-Porter Hardware Co. has been incorporated; capital stock, \$15,000; incorporators, James Porter, Jr., J. B. Russell and Blanche Porter.

Youngstown, Ohio—The Perkins Hard-

ware and Roofing Co. has been incorporated; capital, \$30,000; incorporators, George R. Perkins, Joseph R. Perkins, John R. Perkins, James R. Perkins and J. R. Woolley.

Zenda, Kans.—W. F. Klein & Co.

### Changes and Improvements.

Albany, Ore.—George Taylor has purchased the Hardware store of Ohling & Penland.

Brockton, Mass.—The Hardware business of C. A. Noyes & Co., at 155 Main Street, has been incorporated and the business name in future will be the C. A. Noyes Co. The capitalization is \$15,000. The officers are: President, Charles A. Noyes; treasurer, N. D. Noyes; clerk, Bertrand L. Moore; assistant treasurer and manager, A. Roger Perkins. The location of the business will remain unchanged.

Chambers, Neb.—M. W. Beece has sold his Hardware store to R. J. Starr.

Clarendon, Tex.—The Mickle-Burger Hardware Co. has purchased the business of the Powell Trading Co.

Clarinda, Ia.—S. E. Sperry has purchased the Hardware store of Dunlap & Co.

Clayton, Kans.—Kelley Bros. have sold their Hardware store to Nichells & Linden.

College View, Neb.—J. A. Snyder has succeeded in the Hardware business of Schmaltz & Snyder.

Colo, Ida.—C. C. King has been succeeded in the Hardware business by King & Ransom.

Condon, Ore.—S. B. Barker Co. has purchased the Hardware store of George Earhart.

Cushing, Okla.—W. B. Dodson has purchased the business of the Hughes Hardware Co.

David City, Neb.—J. F. Ammon & Son, recently from Texas, have purchased from J. T. Baughan the Hardware stock known as the Barnes-Havlik stock, and have taken charge of same.

Denver, Colo.—The Owl Hardware Co. has been succeeded in business by the Cape Hardware Co.

Edna, Kans.—Muzzy & Lower have purchased the Hardware store of G. W. Reasor.

Ellsworth, Wis.—Foss-Armstrong Hardware Co. have filed articles of amendment increasing the capital stock from \$1,000 to \$1,500.

Elmira, N. Y.—W. H. Hurth, who has conducted a Hardware and stove business at the corner of Main and Market Streets, has moved to Railroad Avenue, near Water Street, into larger quarters.

Gallatin, Mo.—J. R. Hill has sold his Hardware store to G. W. Broadrick.

Gretna, Neb.—Sanborn Bros. have sold their Hardware store to Mr. Einfeldt.

Guilford, Mo.—G. B. Rimel has sold his Hardware store to C. C. Reynolds.

Gypsum, Kans.—J. Keys has purchased the Hardware store of M. E. Ward.

Hiawatha, Kans.—F. Daeschner has sold his business to the Meisenheimer Hardware Co.

Kanorado, Kans.—H. Hartstine has sold

his Hardware business to George Pentzer.

Kansas City, Mo.—Oldham & Connor have been succeeded in the Hardware business by P. W. Oldham & Son.

King City, Mo.—J. T. Ireland & Son have purchased the Hardware store of H. Edwards.

Liberty, Kans.—G. W. Wingate has purchased the interests of E. D. McGuigin in the well-known Hardware and implement firm.

Litton Springs, Tex.—Rodenberry & Williams have been succeeded in the Hardware business by W. J. Williams.

Lubbock, Tex.—S. A. Richmond & Co. have sold their Hardware store to Clark, Acuff & Graves.

Lynchburg, Va.—Although their store and stock of goods were almost wiped out of existence by the fire which occurred here last Thanksgiving Day, the firm of Ainslie & Martin have since re-organized under the style of the Ainslie-Martin Co. (Inc.), and for some days past have been receiving a new and complete stock.

Marne, Ia.—O. Lorenzen has purchased the Hardware store of George Bornholt.

Marshallville, O.—The Johnson Hardware Co., of Barberton, is preparing to shortly open a branch store at Marshallville which for the time being will be conducted by C. S. Johnson, president of the local organization. The success and growth which the company has enjoyed in Barberton has prompted this move and it is expected that the Marshallville store will prove a successful venture.

Meadow Grove, Neb.—Charles Crook has purchased the Hardware business of E. E. Croxwell.

Meridian, Ida.—G. W. Pitcher has sold his Hardware store to J. J. Jones, Homer Tolleth and E. C. Dunkin. The firm will be known as the Meridian Hardware Co.

Moravia, Ia.—M. W. Owen has purchased the Hardware store of Bowers & Yeager.

Portland, Ind.—The Fulton Hardware Co. has been reorganized and re-incorporated. Officers: President, James L. Fulton; manager, John Bell; secretary-treasurer, William Current. These, with Sherman Snyder, Frank G. Hodges and Emmett Luzzader, constitute the directory.

Racine, Wis.—The White & Buck Hardware Co. has filed an amendment changing its name to the White Hardware Co.

Randolph, Neb.—L. A. Peters has succeeded to the Hardware business of Peters Bros. & Hough.

Raymond, Wash.—Owens Bros. have succeeded to the Hardware business of the Owen-Brown Co.

Red Springs, N. C.—W. P. Kay, of Hartsville, S. C., has purchased Mr. Moore's interest in the Red Springs Hardware and Furniture Co., and with David McMillan, will conduct the business.

Union, S. C.—W. D. Bewley, who purchased last year the business of the Oetzel Hardware Co., has sold out to Clarkson Brothers. This firm is composed of L. T. Clarkson, of Gaffney, and G. F. Clarkson, of Walhalla. They take charge at once and will materially enlarge the business.



# Business Good in the Range Line?

## IF NOT, IT'S YOUR FAULT! DEALERS HANDLING

# "The Matchless"

have no complaint. How do we know? Continually re-ordering. WE'RE ALWAYS BUSY. So will you be—if (?) you take up THE MATCHLESS. It's to-day recognized as one of THE BEST MONEY MAKERS by wide-awake dealers throughout the United States.

Top cooking surface, 30 x 36. Oven 12 inches high, 17 inches wide, 21 inches deep. Six 8-inch lids. Balance oven door. Capacity of reservoir, 15 gallons. It combines weight, style and finish, has weight where most needed—in the body, oven and fire box.

**We Want a Dealer in Every Town.**

We are sending with each range shipped a GUARANTEE BOND whereby we agree to furnish free of charge any linings for firebox that may burn out within a period of three years from date of purchase.

No. 318-P, like cut, F. O. B. Factory, in Aluminum Trimmed,

## \$18.05

In Full Nickel Trimmed,

## \$19.95

Our Terms are Net 15 Days.



No. 318 P. Weight, 400 Lbs. •

**Get busy---order a sample to-day. "The Matchless" is a range built to meet the demands of the masses.**

*CATALOG FOR THE ASKING.*

Some choice territory left for right salesmen.  
Very interesting proposition to carload buyers.

# Landay Steel Range Co.

JOS. I. LANDAY, President and Treasurer.

Manufacturers.

**2622 North 15th Street, St. Louis.**



## HARDWARE MANUFACTURERS' RECORD

**Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.**

### New Incorporations, Etc.

**Boston, Mass.**—The Universal Wrench Co. has been organized with a capitalization of \$30,000, to put on the market a new wrench, particularly adapted to automobile use. The officers of the company are: William Dawson, president; Fred B. Wentworth, treasurer, and F. H. C. Reynolds, 60 State Street, Boston, clerk.

**Brooklyn, N. Y.**—Manhattan Foundry Co. has been incorporated to manufacture stoves, plumbing supplies, Hardware; capital, \$15,000. Incorporators: Max Weiss and Isaac Weiss, No. 35 Amsterdam Avenue; Borenhard Kessler, No. 407 West 38th Street, all of New York.

**Buffalo N. Y.**—Hutchins Manufacturing Co. has been incorporated to manufacture Hardware and Hardware supplies; capital, \$12,000. Incorporators: Sanford B. Whistler, Dexter; D. E. Potter, Almon W. Lytle, Buffalo, N. Y., and others.

**Canton, Ohio.**—The Canton Brass Co. has been organized, with a capitalization of \$20,000, by Gordon M. Mather, C. A. Dougherty, John J. McMahon, C. W. Kephlinger and C. S. Renkert.

**Chicago, Ill.**—The William Zoeller Co., manufacturers of machinery and Hardware, has been incorporated; capital, \$35,000. Incorporators: J. M. Bryant, H. C. Jones and F. Posvic.

**Cincinnati, O.**—Incorporation papers for the Monitor Stove and Range Co. have been filed, the capital of the company to be \$100,000. The company will take over the stove manufacturing business of The William Resor Co., which plant was destroyed by fire in January. The new company will rebuild the destroyed plant, increasing its capacity. W. H. Schmidlapp will be president, E. W. Hake, vice-president and general manager and I. B. Resor, secretary and treasurer.

**Cincinnati, Ohio.**—The Boss Washing Machine Co. states that its recent incorporation was to take over the assets and business of the Boss Washing Machine Co., of which the late Conrad Dietz was proprietor. It is the intention of the new corporation to continue the manufacture of washing machines, as heretofore conducted by the old concern.

**Detroit, Mich.**—The American Lamp Co. have filed articles of association. Its capital stock is \$10,000. David L. Conklin, Walter H. White, Elmer Drayer and Richard D. Mayer, all of Detroit, each hold 250 shares.

**Jersey City, N. J.**—Boston Flat Rope and Belt Co. has been incorporated for manufacturing wire ropes or any kind of ropes of cordage of wire; capital, \$300,000. Incorporators: H. O. Coughlan, L. H. Gunther, J. E. Turner, Jersey City.

**Marion, Ind.**—The Eureka Pump Co. has been incorporated for the purpose of manufacturing pumps for all purposes, by F. H. Whitcom, W. T. Black, George A.

Thomas, F. I. Thomas, D. P. Ragon and E. Rothschild.

**Newark, N. J.**—Newark Safety Razor Co., corner Hamilton and Liberty Streets, has been incorporated to manufacture merchandise of all kinds; capital, \$100,000. Incorporators: Joseph J. Steinharten, Continental Hotel; Elizabeth R. Wilson, No. 264 Peshire Avenue; Frank Brabson, No. 439 Mount Prospect Avenue, all of Newark, N. J.

**New York, N. Y.**—Hauck Manufacturing Co. has been incorporated to manufacture gasoline lamps, gas burners, etc.; capital, \$20,000. Incorporators: Arthur E. Hauck, Adolf P. Link, Palnek F. Quinn, No. 225 South Street, New York.

**Niagara Falls, N. Y.**—American Nut Co. has been incorporated; capital, \$500,000. Directors: Martin Nelson, Toronto; H. S. Gould, New York; Franklin Plaifer, Boston.

**Richmond, Va.**—Richmond Scale Co. has been incorporated; J. C. Kent, president; P. P. Shafer, secretary; J. H. Drake, Jr., all of Richmond. Capital, \$30,000.

**Rochester, N. Y.**—H. B. Pulver Co. has been incorporated to manufacture gas mantles, etc.; capital, \$5,000. Incorporators: Homer B. Pulver, George W. Winkleman and Edward M. Weiciert, Rochester.

**Rockaway, N. J.**—The McKinnon Rockaway Axle Co. has been incorporated to manufacture axes, machinery, etc.; capital, \$25,000. Incorporators: C. D. McKinnon, S. D. McKinnon, E. M. Loewenthal, Rockaway.

**Towson, Md.**—The Carbonite Wheel and Abrasive Tool Co. has been incorporated, with a capital stock of \$35,000. The purpose of the company, as set forth in the incorporation papers, is the manufacture of a grinding and polishing device, which is the invention of Charles H. Snyder. The incorporators are: Charles H. Snyder, John J. Dotterweich, Charles Schlaffer, George W. Negler, Max Kohner, John Emmel and Charles Holtzman.

**White Plains, N. Y.**—Standard Stove & Repair Co. has been incorporated to manufacture stoves, ranges, boilers, etc.; capital, \$50,000. Incorporators: James C. Hogan and Thomas W. Hogan, No. 149 West 49th Street, New York; John G. Blanchfield, No. 465 First Street, Brooklyn.

### Changes and Improvements.

**Akron, Ohio.**—The Star Drilling Machine Co. has increased its capital stock from \$200,000 to \$500,000 to provide for extensions and improvements.

**Batavia, Ill.**—Appleton Mfg. Co., manufacturers of agricultural implements, farm machinery, windmills, etc., has recently been obliged to enlarge its plant. By raising one department from one story to three 34,000 feet of added floor space has been secured.

**Chicago, Ill.**—Announcement is made that the International Harvester Co. will build a big warehouse at Blue Island Avenue and Leavitt Street, at a cost approximating \$600,000. It will cover land 590 x 412 feet, will be seven stories high, and will include six elevators with a capacity of ten tons each.

**Cincinnati, Ohio.**—The Stewart Iron Works has taken out a municipal permit for the erection of a new plant. The main structure, wherein the foundry and office will be located, will be 105 x 300 feet. There will also be power house and stable building.

**Detroit, Mich.**—The Detroit Twist Drill Co. has let contracts for the extensive new plant which it will erect in that city.

**Geneva, Ohio.**—The Champion Safety Lock Co. are making plans for the erection of a three-story brick building.

**Geneva, Ohio.**—The Potter Mfg. Co., makers of kitchen Hardware and garden tools, contemplate erecting a factory building. It will be two stories, 50x140 feet, and will be built of brick and stone, with composition roof. It is probable that work will not be commenced, however, until Fall.

**Middletown, Conn.**—The Middletown Silver Co. is building an addition to its plant, 18x80 feet, to be devoted to power house and casting room.

**Newark, N. J.**—The Murphy Varnish Co. are about to erect an addition, 65x100 feet, of concrete construction, to their plant at McWhorter and Chestnut Streets. The cost will be about \$11,000.

**Norwich, N. Y.**—A new and larger forge room will be erected by the David Maydole Hammer Co. in order to take care of the increased output of the plant and to place the valuable machinery of the forge room in fire-proof quarters.

**Reading, Pa.**—James H. Knoll, of the firm of Knoll & Althouse, manufacturers of the Queen washer, has purchased the interest of his partner, Nathan S. Althouse, and will hereafter conduct the business under his own name. The firm was organized about eleven years ago and thousands of washing machines were turned out. The factory was formerly located at Orange and Muhlenberg streets. Mr. Knoll, in making the purchase, secured all patents, machinery, etc. At present he will manufacture the machines in the market house at Tenth and Chestnut Streets.

**Reading, Pa.**—The Penn Hardware Co. has taken out a permit for a warehouse at the southeast corner of Spruce and Water streets. The structure will be brick, two stories high, slag roof, 25 feet 8 inches wide and 62 feet deep.

**South Bend, Ind.**—The Malleable Steel Range Co. has outgrown its present plant and is now erecting a new one, comprising two three-story buildings, 50x200 feet, of concrete and steel construction.

**Utica, N. Y.**—The Utica Drop Forge & Tool Co. has just completed a two-story addition, 35x68 feet, of mill construction.

### Miscellaneous.

**Reading, Pa.**—At the annual meeting of the stockholders of the Reading Hardware Co. the following directors were elected: Matthan Harbster, William M. Griscom, A. A. Gery, John G. Mohn, William H. Mohn, J. Milton Miller, S. G. Reigner. The board organized by electing the following officers: President, William M. Griscom; vice-president, A. A. Gery; secretary, J. Milton Miller; treasurer, S. G. Reigner.



# THE SPELL IS ON

## PATENT UNIVERSAL SLIDING GRIP WITH LOCKING BAND

Reel can be used either ABOVE or BELOW Hand Grip. Change is easily made in a few moments.

Reel locks firmly in either position.

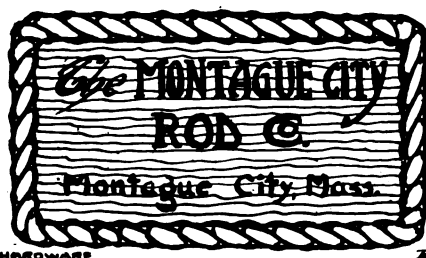
Fits any fresh water reel.

If you cannot obtain these goods of your jobber, address the Manufacturer.



“LONG before the opening season for fishing, when the cold wind blows and the snow lies deep, some nameless influence is working to arouse the angler once again; no matter how absorbed in business cares, memories of the past rise in his imagination—and he has no choice but to look over his tackle and rods. The spell is on—recollections of brave fights won and disappointments entirely forgot—almost hourly he dreams of future pleasures, wherein the love of the art is above the greed of prey.”

—Louis Rhead, in April Outing.



## PATENT UNIVERSAL LOCKING BAND FOR FISHING RODS.

Locks any Reel firmly to rod by a few turns of the raised band with thumb and finger.

Fits any reel without adjusting.

Enables the retailer to fit any reel to rods.

Easily operated.

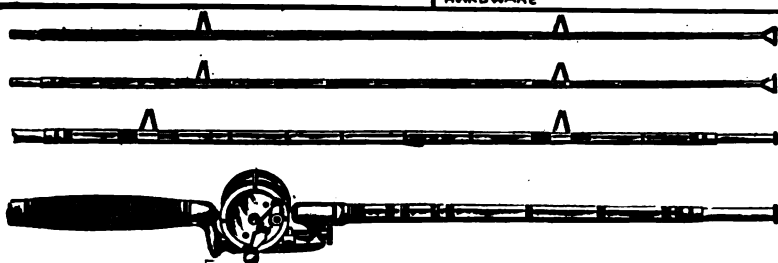
Prevents the reel from becoming detached at a critical moment.



## BAIT CASTING ROD WITH DE-PRESSED REEL SEAT

A great seller with the lovers of this style of fishing.

The reel is in convenient position for guiding the line in winding, or dragging the reel with the thumb in paying out.



Stock up with our Popular Quick-selling Novelties

## HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

WEST LEECHBURG STEEL CO., Pittsburg, Pa.

25¢

## Buys a Life Saving DAVIS SANITARY FOUNT

Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.

Price 25c each, \$2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.

Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.

The Keyes-Davis Co.  
(Limited)  
Manufacturers  
530 Haver St.  
Battle Creek, Mich.



There's Profit for the Dealer in

# SAUER GUN

They are best guns he can handle, from all standpoints. Send for our offer.

SCHOVERLING, DALY & GALES  
302 AND 304 BROADWAY, NEW YORK

**FRY-PAN LID AND POT COVERS**  
prevent greasy stoves and spattering of grease  
Standard Victrola and Boiler Protector  
keeps food from being burned. Two quick sellers  
**KITCHEN SPECIALTY MFG. CO.**  
Reading, Pa., U. S. A.

Please mention HARDWARE when writing to advertisers.



## BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Stores, Incorporations, Etc.

Hartford, Conn.—Columbia Bicycle Co., Joseph Glanz, manager, have opened a new store at 379 Capitol avenue.

New York, N. Y.—Standard Auto Supply & Manufacturing Co. has been incorporated; capital, \$10,000. Incorporators, Octavius Knight, Octavius Knight, Jr., and Harry A. Knight, No. 20 Broad Street, New York.

### Changes and Improvements.

Akron, Ohio.—The Diamond Rubber Co. intend to still further increase their capitalization. Last month it was advanced from \$3,500,000 to \$4,000,000, and another meeting has been fixed at which an increase on another million will be authorized.

Bristol, Conn.—The New Departure Mfg. Co., manufacturers of bicycle brakes, ball bearings, etc., will erect a four-story addition, 200x60 feet, to cost about \$65,000. A 300 h. p. gas engine will be installed and extra space will be provided for an additional 300 h. p. engine.

Columbus, Ohio.—Alec Holroyd, who for thirteen years has been identified with the Hartford Rubber Works Co., has followed Thomas Midgley, its former president, to Columbus. He has been elected vice-president of the Midgley Mfg. Co., of which Mr. Midgley himself has assumed the presidency.

Davenport, Iowa.—The Cycle & Auto Co., which is in the nature of an enlargement of the business of J. A. Zeman, has become a corporate company, with a capitalization of \$20,000. The company will erect a brick building in West Third street.

New Haven, Conn.—J. Schwartz has enlarged his store by adding No. 18 Temple Street to No. 16.

New York, N. Y.—J. W. Bowman, the widely-known manager of the Fisk Rubber Co.'s New York branch, has resigned that office. He has been succeeded by A. H. Wyckoff, former manager of the Fisk branch in Chicago.

Pittsfield, Mass.—United States Senator W. Murray Crane, former governor of Massachusetts, and Zenas Crane, have purchased a half interest in the Pittsfield Spark Coil Co. Concurrent with the announcement comes the statement that during the summer the company will remove from Pittsfield to a much larger plant in Dalton, Mass.

St. Louis, Mo.—The Harry R. Geer Co. have discontinued their retail store on Pine Street and are now installed in their new factory at Hall's Ferry and McLaren Avenue, where they will devote their entire attention to the production of motorcycles and engines. The factory affords about 5,000 square feet of room.

Toledo, Ohio.—Fred C. Gilbert, so long in the service of the Pope Mfg. Co.'s bicycle interests, has been appointed sales

manager of the Pope Motor Car Co., Toledo. As a result of Mr. Gilbert's change, J. F. Cox has had the management of the Pope bicycle jobbing department added to his other duties, and Elliott Mason, has been appointed assistant manager of the cycle department at Hartford. E. M. Cutter, long the Pope Mfg. Co.'s cashier at Hartford, also has been promoted, having been appointed assistant treasurer.

Waterbury, Conn.—The Manufacturers' Foundry Co., the largest producers in this country of castings for bicycle motors, have certified to a doubling of their capital stock—from \$50,000 to \$100,000.

### Miscellaneous.

Camden, N. J.—The Century Wheelmen has organized as a motorcycle club, with these officers: President, H. Erdman; vice-president, R. Koenig; treasurer, B. McNeilly; financial secretary, F. Buck, and press correspondent, A. B. Dewees. The club has planned to take weekly runs and the first will probably be to Atlantic City.

San Francisco, Cal.—San Francisco is the first city in the land to boast of two motorcycle clubs. The second one, the Pacific Motorcycle Club, has been formed with eighteen members and these temporary officers: Joseph Holle, chairman; Dr. J. C. Perry, secretary-treasurer; Fred Herlitz, captain.

Scranton, Pa.—At its annual meeting the Scranton Bicycle Club elected the following officers: President, C. A. Godfrey; vice-president, W. S. Boyle; secretary, H. R. Van Dusen, and treasurer, H. E. Clarke. The club, which has grown into a social organization, is in a flourishing condition, as shown by the reports of the treasurer and the secretary. The revenue last year from all sources was over \$11,000, and the membership is 325.

Worcester, Mass.—The Worcester Motorcycle Club has effected temporary organization, with the veteran Lincoln Halland as temporary chairman and Edw. A. Parker, secretary pro tem. It will be permanently organized when the by-laws committee, which was appointed, renders its report.

### Fires.

Providence, R. I.—F. E. Chester & Company, wholesale dealers in baseball supplies, fishing tackle, etc. have suffered from fire, the bulk of their perishable stock being practically destroyed. The entire stock was valued at approximately \$30,000.

### Changes and Improvements.

Richmond, Ind.—John S. Brown and Joseph N. Seaney, well-known clerks at Jones Hardware Co.'s store, have purchased the stock of Hall's Hardware store on Main street.

Richmond, Va.—The old established Hardware houses of Baldwin & Brown and J. W. White & Son have consolidated under the firm name and style of Baldwin & Brown, Incorporated, and from now on the new concern will conduct the business of both the old establishments. The officers of the new company are: George W. Brown, president; Joseph F. White, vice-president and general manager; E. W. Bandy, secretary, and W. W. Brock, treasurer. For the present both the houses, the Whites, on Fourteenth Street, and Baldwin & Brown's, on East Main, will remain in business, but in a few months the entire business will be removed to 1557 East Main.

Rochester, Minn.—The Hardware firm of Adler & Vistadt of Rochester, will branch out next May and put in a large double store at Red Wing. A new partner has been taken into the firm, George A. Kruger, who will have charge of the local store.

Rupert, Ida.—John Vincent has sold his interest in the Rupert Hardware Co.

Seattle, Wash.—The A. Hambach Co., dealers in Hardware and plumbers' supplies, will erect a new \$100,000 business building.

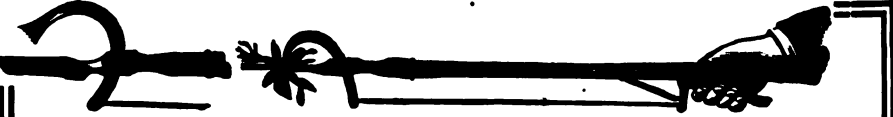
Shambaugh, Ia.—Ora Scrivner has purchased the Hardware store of L. C. Monosmith.

St. Peter, Minn.—A change in the Hardware firm of Smeby, Krohn & Bell has been made, Joseph Bell retiring from the firm, and hereafter the business will be conducted by Smeby & Krohn.

Topeka, Kans.—P. W. Griggs has sold his interest in the Hardware firm of Griggs & Moneypenny and has retired from the business. J. C. Smith has purchased Mr. Griggs' portion of the stock and he, together with J. L. Moneypenny, will incorporate the business for \$50,000. The firm name has been changed to The Smith-Moneypenny Co.

University Place, Neb.—Short Bros. have purchased the Hardware store of C. R. Smith & Co.

Vancouver, Wash.—B. Youmans has succeeded to the Hardware business of Youmans & Preston.



Experiments are costly—why not sell your Trade an article of demonstrated usefulness?

**THE "CLEVELAND" LAWN WEEDER**

"Quality first always." A Hardware Staple, Malleable Castings, Crucible Steel Blades, Varnished Hardwood Handle.

Awarded Silver Medal at St. Louis Exposition, 1904. Awarded Silver Medal at Portland Exposition, 1905. Write to your Jobber for price or to us direct for free sample.

**The CLEVELAND LAWN WEEDER CO.**

**25 PUBLIC SQUARE, CLEVELAND, O., U. S. A.**



# Will the Line Hold?

Yes, if it's a

## KINGFISHER

The fastidious fisherman will find in KINGFISHER Lines all that the utmost needs of the sport demand.

They make good where others fail, and win enthusiastic supporters wherever tried.

The fisherman is loyal to his calling, and proud of his outfit. The merchant who handles KINGFISHER Lines will be able to supply all classes of customers, and more especially those who are particular about the quality of their lines and are willing to pay the price therefor.

KINGFISHER Lines are carried in stock by every large Fishing Tackle Jobber in the country.

Our catalog is worth having, as it fully describes the hundreds of different lines we manufacture. **SEND FOR IT.**

**E. J. MARTIN'S SONS**

10 Hill Street

ROCKVILLE, CONN.



# UNDER THE WATER

Or upon the surface—in still fishing, trolling, fly or bait casting, by day or night, in cloudy or sunny weather

## PFLUEGER'S FISHING TACKLE

Will lure the finny beauties out. HOOKS, FLIES, TROLLS, SPINNERS, PHANTOMS, REELS, FURNISHED LINES—everything used in the sport. The fisherman partakes somewhat of the characteristics of his victims, in that he is easily lured on by good tackle.

Carry our goods and you will land A FINE STRING OF BUSINESS

**THE ENTERPRISE MFG. CO.**  
AKRON, OHIO



HARDWARE





**THE BARTHEL  
KEROSENE  
FURNACE**

Is simple in construction, reliable and durable under all conditions of work.

Smokeless—smell-less—oilless.

Absolutely safe; approved by underwriters.

Cheaper to operate and gives greater heat than any other furnace.

Send for booklet and prices.

**Barthel Blow Lamp Co.**  
294 Washington St.  
Boston, Mass.

**HOTTEST ON EARTH**

The **TURNER-WHITE**, No. 22—



known as the "Imperial" Torch—has satisfied the most skeptical mechanic.

Tank seamless, 18 gauge, brass.

Guaranteed to please or money back.

Price Each, \$3.00 Net  
JOBBER SELL AT FACTORY PRICE

**THE TURNER BRASS WORKS**  
70 North Franklin Street  
CHICAGO, U. S. A.

**F. E. MYERS & BRO., Ashland, O.**

**STORE LADDERS**


NOISELESS. CUSHION TIRE.

Best and Most Complete in the Market. Write for Descriptive Circular and Prices.

MFRS.  
Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World



**MONTROSS METAL SHINGLES**



Made of prime tin plates, galvanized after embossing, which prevents cracking and scaling. Inexpensive---fire proof---last a life time. Dealers, there is a large profit in these popular shingles for you. Write for Catalog.

**MONTROSS METAL SHINGLE CO. CAMDEN, NEW JERSEY.**  
VIENNOT, Phila.



**HEINISCH**

TAILORS' SHEARS,  
TRIMMERS, SCISSORS,  
TINNERS' SNIPS, ETC.

**BEST IN THE WORLD**


**R. HEINISCH'S SONS CO.**  
NEWARK, N. J., U. S. A.  
New York Office and Salesroom, 155 Chambers St.

We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression.

These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



**JOHN CHATILLON & SONS,**  
85 to 93 Cliff St. & No. 13 Jacob St.,  
Established 1835, NEW YORK CITY.



**GODDARD'S MOP PRESS**

The best machine made for drying a mop. Nothing to get out of order; only four pieces in it. The most simple, durable and efficient on the market.

**ALL MALLEABLE IRON**  
Sells on Sight. Warranted One Year  
Send for Circulars to

**GODDARD MOP PRESS CO.**  
Arcade Building AKRON, OHIO



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**WATROUS  
AUTOMATIC  
DOOR CATCH**

**TWO-THIRDS ACTUAL SIZE.**  
PATENT APPLIED FOR.

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The  
**E. L. Watrous Mfg. Co.**  
Des Moines, Iowa.



**OPEN**

**THE SCHWERTLE STAMP CO.**  
STENCILS—BURNING BRANDS  
STEEL STAMPS & DIES  
SEALS—MACH. PLATES—CHECKS  
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**BUFFALO  
WIRE  
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WIRE CLOTH  
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BUFFALO, N. Y.**

Artistic  
METAL  
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Improved Quick and Easy  
Rising Steam, Electric  
and Hand Power  
**ELEVATORS**

Send for Circulars.  
**Kimball Bros. Co.,**  
1013 Ninth St., Council Bluffs, Ia.  
**KIMBALL ELEVATOR CO.,** 120 Cedar St.,  
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**"Hayward"**  
**BARREL TRUCK**

Fits any size barrel or  
keg. Light, strong, dur-  
able. Excellent prices to  
the trade.

AGENTS WANTED  
ON COMMISSION.

**W. H. HAYWARD,**  
BALLSTON SPA, N. Y.



### Hardwaremen's Exchange

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of **SIDE LINE OFFERED**, **SIDE LINE WANTED** and **ALL OTHER NOTICES**, two cents per word. No ad. received less than three lines

#### MALE HELP WANTED

**G**OOD openings for Managers familiar with machinery. Write us to-day, stating experience. Service strictly confidential. Offices in twelve cities. Hapgoods, 305 Broadway, N. Y.

**W**ANTED—Salesmen to sell architects, hardware dealers, ship and car builders, a folding coat and hat hook to be built into walls of dwellings and conveyances. Ornamental. Ask for pamphlet. The Clift Co., 212 Cuyahoga Bldg., Cleveland, Ohio.

**A** FIRM of Engineers, Illuminated Sign Specialists, etc., with large home and export business, occupying central offices and showrooms in London, are open to handle, as sole buying or commission agents, suitable lines for the following departments: Electrical Signs (ordinary advertising signs, illuminated signs, letters, &c.) Motor and Cycle Accessories and Hardware. Reply with full particulars to Armstrong, Power & Co., Ltd., 188-192 Holborn, London, E. C., England.

**A** GOOD opening for factory in manufacturing of Milk Cans, Creamery and Dairy Tinware. Have a good opening to get a bonus and land near Chicago. I have the business to sell all the goods manufactured. Address Box 28, Arlington Heights, Ill.

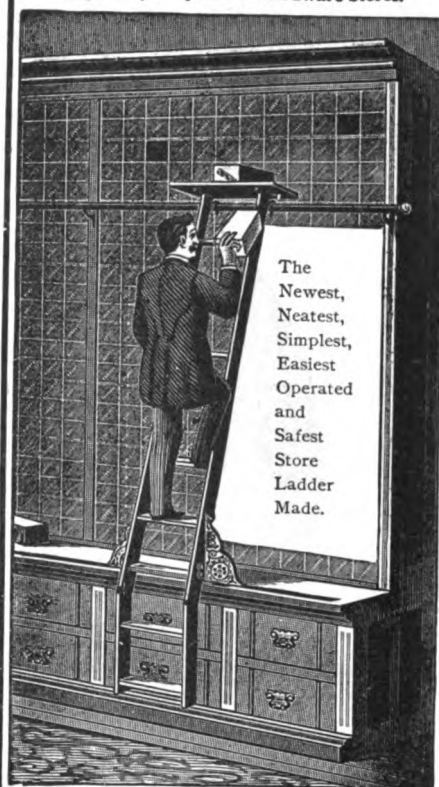
#### For Sale.

**A** LONG established plumbing, steam, roofing and tinsmithing business in the best part of the Bedford section of Brooklyn, good reason for selling; only \$300 required. J. B., 1226 Sterling Place, Brooklyn, N. Y.

**F**OR SALE—Complete and up-to-date stock of Hardware, Furniture and Farm Implements. About 50 miles from Chicago. Doing good business. Will bear investigation. Address, Hardware and Furniture; care of **HARDWARE**.

### The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.



The  
Newest,  
Neatest,  
Simplest,  
Easiest  
Operated  
and  
Safest  
Store  
Ladder  
Made.

Ask about the new **noiseless track**.  
Highest award World's Fair.

WRITE US.

**THE BICYCLE STEP LADDER CO.,**  
65 Randolph St., CHICAGO, ILL.

### Robert Murray.

24 Duane St.,  
New York City.

### General Hardware

999

Agent for **Atlantic Screw Works**.  
Wood Screws of Every Description.  
Agent for **Maynard's Socket Shovels**.

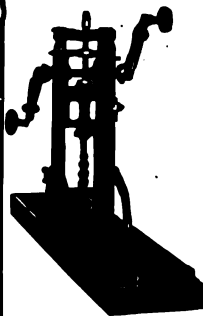
### The AJAX SELF WITHDRAWING WOOD

#### BORING MACHINE

does not require a special  
auger; will bore to any  
depth; strong and dur-  
able—all important parts  
of malleable iron. Sold  
by the whole sale hard-  
ware trade.

**AJAX MFG. CO.,**  
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Manufacturers of the Ajax  
and Phillips Wood Boring  
Machines, Standard and  
IXL Saw Gummers, Col-  
lins Self Feed and Dud-  
geon Style Tube Expand-  
ers, Cutters, Swages, etc.



ers, Cutters, Swages, etc.

**THE SCHWEDTLE STAMP CO.,**  
STENCILS—BURNING BRANDS—  
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SEALS—MACH. PLATES—CHECKS—  
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desiring trade in Great Britain.

**S. GUITERMAN & CO. LTD.,**  
American Importers,  
35-36 Aldermanbury, London, E. C.  
New York Address: 35 South William Street.

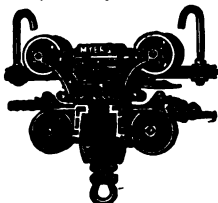
Take off your hat to the Myers!  
BEST PUMP ON EARTH.



Write for prices on the most sat-  
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Force and Lift Well Pumps, Power  
Pumps, Tank Pumps, and Spray  
Pumps, Hay Carriers, Hay Forks, Hay  
Rack Clamps, Stay-on Door Hangers,  
etc., manufactured by the largest Pump  
and Hay Tool Works in the World.

### GLASS VALVE SEAT PUMPS HAY UNLOADING TOOLS and BARN DOOR HANGERS HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track.  
Aluminum Finish.

O. K. Stay-on  
Door  
Hanger.



Flexible.

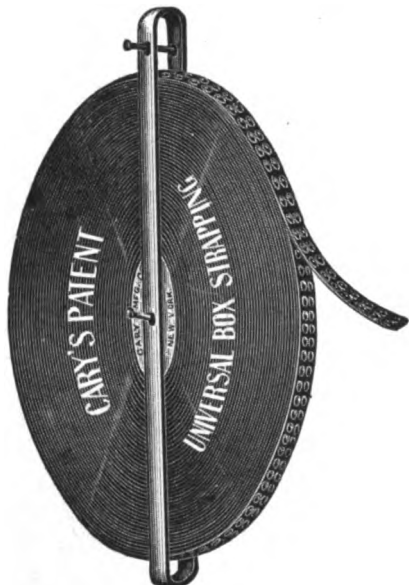


**F. E. MYERS BRO., ASHLAND, OHIO.**



## CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.

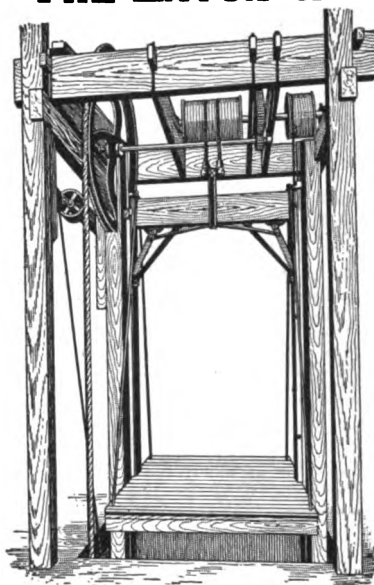
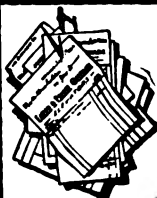


Put up in coils 300 feet each.

**Patent Metal Reel Frame** with each coil.  
Straps made in four widths:  $\frac{1}{2}$ ,  $\frac{3}{8}$ ,  $\frac{1}{4}$  and  $\frac{1}{8}$  inch.  
Patented in all countries.

**CARY MFG. CO.,**  
19 & 21 Roosevelt Street, New York.  
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## Elevator Repair Bills Reduced 25% by using THE EATON & PRINCE



Center Lift Store Hoist

### We Pay the Freight—You Install Elevator Yourself

We will ship this Elevator direct to you, freight paid and you can install it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that EATON & PRINCE means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators, for direct and alternating current. Send for catalogue.

**EATON & PRINCE COMPANY**  
70-76 MICHIGAN STREET, CHICAGO.

## The North Pole

CANNOT PRODUCE A  
LOWER TEMPERATURE  
THAN THE HALE & KIL-  
BURN

## “Favorite” WATER COOLER

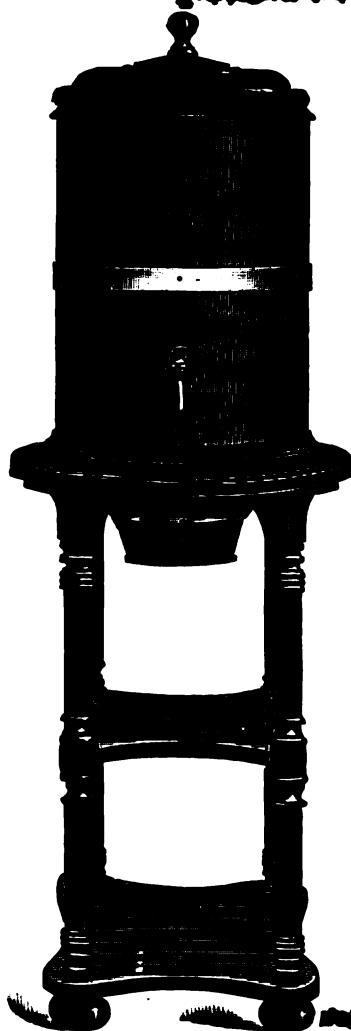
STRICTLY HIGH GRADE.

Elegant in design and finish.  
Water cannot be contaminated.  
Minimum quantity of ice used.  
Constructed on best sanitary  
and scientific principles.

Made in nine sizes. Send for  
list to-day.

**The Hale & Kilburn  
Mfg. Co.**

33 Union Square, W., New York.  
1800 Lehigh Ave., Philadelphia, Pa.



## A CARPET BEATER THAT SELLS

and that can be recommended without reserve

Holt's

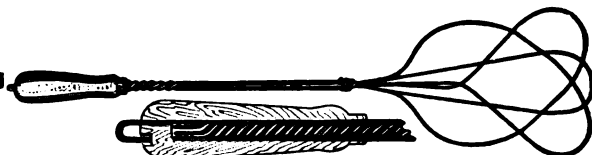
### “Cleaner” Rug and Carpet Beater

Made from Furniture Spring Steel and permanently fastened in a strong handle. (See illustration).

Strong enough for the heaviest carpets, yet flexible enough for lighter articles, such as clothing, furniture, robes, mats etc.

Send for our Catalog, describing our Dover Egg Beater, which beats eggs perfectly in twenty seconds.

**HOLT-LYON CO., Tarrytown-on-Hudson, N. Y.**



### PAINTS, OILS AND COLORS.

#### Oils

Linseed, City, raw, in barrels, # gal. 45c  
Linseed, City, boiled, in bbls. 45c  
Out of Town, on spot, # gal. 45c  
Calcutta, raw, in barrels, # gal. 70c  
Lard, prime city, # gal. 75c  
Lard extra, No. 1 75c  
Lard, No. 1 40c 45c

#### Paints and Colors

Barytes, Foreign floated, # ton 18.50 20.00  
Barytes, American floated, # ton 20.00  
White Lead, American, dry, in bbls. 65c  
White Lead, American, in oil, in lots of less than 500 lbs., # lb. not 75c  
in lots of 500 lbs. and over, # lb. 75c  
White Lead Eng., in oil, # lb. 95c 105c  
Zinc, American dry, # lb. 55c 65c

#### Putty, Commercial—# 100 B

In bladders 1.70 2.15  
in bbls or tubs 1.50 2.10  
in 1b. to 5 lb cans 2.55 3.25  
in 12 1/2 lb cans 3.10 3.50

#### Spirits Turpentine

In regular bbls., per gallon 71c 71 1/2 c  
In machine bbls. 71 1/2 c 73c

#### Dry Colors

Blue, Chinese 25c 25 1/2 c  
Blue, Prussian 25c 25 1/2 c  
Blue, Ultramarine 25c 25 1/2 c  
Sienna, Italian, burnt & powdered 25c 25 1/2 c  
Sienna, Italian, raw & powdered 25c 25 1/2 c  
Umber, Turkey, burnt 25c 25 1/2 c  
Umber, Turkey, raw 25c 25 1/2 c  
Green, Chrome, ordinary 25c 25 1/2 c  
Green, Paris, in kegs 15c 15 1/2 c  
Indian, Red, American 25c 25 1/2 c  
Indian, Red, English 25c 25 1/2 c

#### Colors in Oil

Black Ivory, best 15c 15 1/2 c  
Blue, Chinese 25c 25 1/2 c  
Blue, Prussian 25c 25 1/2 c  
Blue, Ultramarine 25c 25 1/2 c  
Sienna, burnt 25c 25 1/2 c  
Sienna, raw 25c 25 1/2 c  
Umber, burnt 25c 25 1/2 c  
Umber 25c 25 1/2 c

Please mention HARDWARE when writing to advertisers.



# PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

## Ammunition

| CAP-PERCUSSION— |     |
|-----------------|-----|
| Eley's E. B.    | 50¢ |
| G. D.           | 50¢ |
| F. L.           | 50¢ |
| G. E.           | 50¢ |
| Musket.         | 50¢ |

## PRIMERS—

|                               |                   |
|-------------------------------|-------------------|
| Berdan Primers \$2.00 per M.  | 30¢               |
| B. L. Cape (Sturtevant Shell) | \$2.00 per M.     |
| All other Primers per M.      | \$1.50 to \$1.80. |

## CARTRIDGES—

| Blank Cartridges             |        |
|------------------------------|--------|
| 22 C. F.                     | 10¢    |
| 22 C. F.                     | 10¢    |
| 22 cal. Rim.                 | 10¢    |
| 22 cal. Rim.                 | 10¢    |
| 22 cal. Rim.                 | 10¢    |
| B. B. Cape. Con. Ball, swgd. | \$1.50 |
| B. B. Cape, Round Ball.      | \$1.40 |
| Cent. Fire.                  | 25¢    |
| Target and Sporting Rifle.   | 15¢    |
| Primed Shells and Bullets.   | 15¢    |
| Rim Fire Sporting.           | 50¢    |
| Rim Fire Military.           | 15¢    |

## SHELLS, EMPTY—

| Brass Shells                            |     |
|-----------------------------------------|-----|
| First quality, all gauges.              | 60¢ |
| Climax, Club, Rival, 10 and 12 ggs.     | 65¢ |
| Paper Shells                            |     |
| Acme, Ideal, Leader, New Rapid.         | 25¢ |
| Magie, 10, 12, 16 and 20 gauge.         | 25¢ |
| Blue Rival, New Climax, Challenge.      | 25¢ |
| Monarch, Defiance, New Victor, Re-      | 25¢ |
| peater, Yellow Rival, 10, 12, 16 and 20 | 25¢ |
| gauge.                                  | 25¢ |
| Climax, Union, League, New Rival, 10    | 25¢ |
| and 12 gauge.                           | 25¢ |
| Climax, Union, League, New Rival, 14    | 25¢ |
| and 20 gauge (\$7.50 list).             | 25¢ |
| Expert, Metal lined, and Pigeon.        | 25¢ |
| 12, 16 and 20 gauge.                    | 25¢ |

## SHELLS, LOADED—

| Black Powder.                      | 40¢    |
|------------------------------------|--------|
| Smokeless Powder, medium grade.    | 40¢    |
| Smokeless Powder, high grade.      | 40¢    |
| SHOT—                              |        |
| Drop, up to B 25 lb bag.           | \$1.30 |
| Drop, B and larger, per 25 lb bag. | 1.15   |
| Buck, 25 lb bag.                   | 1.15   |
| Chilled, 25 lb bag.                | 1.15   |
| Dust Shot, 25 lb bag.              | 1.25   |

## GUN WADS—\$1000—

|                             |        |
|-----------------------------|--------|
| B. E., 11 up.               | \$ .80 |
| B. E., 9 and 10.            | .70    |
| B. E., 8.                   | .60    |
| B. E., 7.                   | .50    |
| P. E., 11 up.               | 1.00   |
| P. E., 9 and 10.            | 1.25   |
| P. E., 8.                   | 1.50   |
| P. E., 7.                   | 1.50   |
| Ely's B. E., 11 and larger. | \$1.70 |
| Ely's P. E., 12 to 20.      | \$2.00 |

## Animal Pokes

| Iowa Farming Tools. |        |
|---------------------|--------|
| Hawkeye.            | \$3.25 |
| Western.            | 4.00   |

## Anti-Rattlers

|                                         |             |
|-----------------------------------------|-------------|
| Fernald, Quick Shift, # doz. pair, net. | \$3.00      |
| Burton's, # doz. pair, Nos. 3 and 5.    | 50¢         |
| Per doz. pair, No. 1.                   | 75¢         |
| Per doz. pair, No. 4.                   | 1.00        |
| Kohler's.                               | 1.00        |
| Daisy, No. 4.                           | Net. \$4.20 |
| Perfect, No. 2.                         | Net. 6.00   |
| Bolt Holder, No. 1.                     | Net. 3.40   |

## Anvils

|                                  |     |
|----------------------------------|-----|
| Eagle Anvil, # lb, net.          | 8¢  |
| Hay-Budden, Wrought.             | 9¢  |
| Peter Wright's.                  | 11¢ |
| Trenton.                         | 11¢ |
| Columbian, all steel, # lb, net. | 9¢  |

## ANVIL AND VISE COMBINED—

|                             |              |
|-----------------------------|--------------|
| Millers Falls (with drill). | \$15.00, 15¢ |
|-----------------------------|--------------|

## Augers and Auger Bits

|                                    |     |
|------------------------------------|-----|
| Boring Machine Snells.             | 70¢ |
| Com. Auger Bits.                   | 75¢ |
| Forster Pat. Bits.                 | 25¢ |
| Ford Auger Bit Co.                 |     |
| Auger Bits.                        | 40¢ |
| Machine Bits.                      | 40¢ |
| C. E. Jennings & Co.               |     |
| D'ble Spur pattern car, No. 20.    | 40¢ |
| Nobles Double Spur, No. 22.        | 45¢ |
| No. 10, Extension Lip.             | 25¢ |
| Car Bits, No. 10.                  | 25¢ |
| Car Bits, No. 20.                  | 40¢ |
| Ring Augers.                       | 30¢ |
| Jennings' Pattern.                 | 50¢ |
| Snell's Auger and Car Bits.        | 50¢ |
| Extra.                             | 50¢ |
| No. 1.                             | 50¢ |
| Russell Jennings' Augers and Bits. | 50¢ |

## HOLLOW AUGERS—

|                         |            |
|-------------------------|------------|
| Ames.                   | 50¢        |
| Bonney's Adjustable.    | 50¢        |
| Hibbard's Adjustable.   | Net prices |
| Ives.                   | 50¢        |
| Willers Falls, Goodell. | 15¢        |
| Universal, each \$4.50. | 20¢        |

## EXPANSIVE BITS—

|                                    |     |
|------------------------------------|-----|
| C. E. Jennings & Co., Steers' Pat. | 25¢ |
| Clark's small, #15.                | 40¢ |
| Clark's large, #25.                | 40¢ |
| Ives' Model, # doz. \$20.          | 50¢ |

## DOUBLE CUT GIMLET BITS—

|                                 |        |
|---------------------------------|--------|
| Common, net.                    | \$3.00 |
| German Pattern, net.            | \$4.00 |
| Mayhew's Diamond # doz. \$1.25. | 40¢    |
| Snell's Bell Hangers.           | 60¢    |

## TWIST DRILLS—

|                           |     |
|---------------------------|-----|
| Bit Stock.                | 60¢ |
| Taper and Straight Shank. | 60¢ |

## SHIP AUGERS AND BITS—

|                    |     |
|--------------------|-----|
| Ford Auger Bit Co. | 25¢ |
| L'Hommedieu's.     | 15¢ |
| Snell's.           | 40¢ |
| Watrous.           | 25¢ |

## Awl and Auger Handles

| See Handles           |                 |
|-----------------------|-----------------|
| Awls                  |                 |
| Handled Brad.         | Per Gro. \$2.75 |
| Handled Scratch.      | \$3.50          |
| Patent Peg.           | \$1.00          |
| Sewing, Com.          | \$1.00          |
| Shouldered Peg.       | \$1.00          |
| Shouldered Brad.      | \$1.00          |
| Socket Scratch # doz. | \$1.00          |

## Awl and Tool Sets

| Aiken's Awls and Tools:                                                                                                                                                                                                                                                                                                                                                                                                             |         |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| No. 10, # doz. \$7.50; No. 20, # doz.                                                                                                                                                                                                                                                                                                                                                                                               | \$10.00 |
| Brad Sets:                                                                                                                                                                                                                                                                                                                                                                                                                          |         |
| No. 42, \$10.50; No. 43, \$12.50.                                                                                                                                                                                                                                                                                                                                                                                                   | 70¢     |
| Frays' Adj. Tool Hds., Nos. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. | 15¢     |
| C. E. Jennings & Co's Adj. Tool Hds.                                                                                                                                                                                                                                                                                                                                                                                                | 25¢     |
| Rollis Hdw. Co., Adj. Tool Holders, No. 1, \$15.                                                                                                                                                                                                                                                                                                                                                                                    | 50¢     |

## AXES

| Single Bit, base weights: |        |
|---------------------------|--------|
| First Quality.            | \$5.00 |
| Second Quality.           | \$4.50 |
| Double Bit, base weights: |        |
| First Quality.            | \$7.50 |
| Second Quality.           | 6.75   |

## HATCHETS—

|                                          |     |
|------------------------------------------|-----|
| Hunt's, Underhill's, Blood's or Plumb's. | 50¢ |
| Shining and Bbl.                         | 40¢ |
| Broad and Bbl.                           | 40¢ |
| Peck Edge Tool Co.                       | 50¢ |
| Hatchets, shingling, etc.                | 50¢ |
| Broad and Bbl.                           | 40¢ |
| Boy's Axes and Hatchets.                 | 50¢ |

## AXLE GREASE

| Dixon's "Everlasting" Graphite: |        |
|---------------------------------|--------|
| 1 lb cans (25 in case).         | 15¢    |
| 10 " firkins (6 in case).       | \$1.20 |
| 25 " kegs.                      | 2.75   |
| 100 " kegs.                     | 5.00   |
| 200 " half bbls.                | 9.00   |
| 575-400 lb.                     | \$4.10 |

## Snow Flake:

|                                 |         |
|---------------------------------|---------|
| One-quart cans, # doz.          | \$ 2.00 |
| Two-quart cans, # doz.          | 3.00    |
| One-gallon cans, # doz.         | 6.00    |
| Five-gallon cans, # doz.        | 24.00   |
| Quarter bbls. (15 gal.), # gal. | 45      |
| One-half bbls. # gal.           | 45      |
| Bbls., # gal.                   | 25      |

## Balances, Spring

|                              |     |
|------------------------------|-----|
| Chatillon's                  |     |
| Light, class A.              | 50¢ |
| Circular Balances, class C.  | 50¢ |
| Ice Balances, class B.       | 50¢ |
| Straight Balances, Class A1. | 50¢ |
| Class A2.                    | 40¢ |
| Class D. E. F.               | 30¢ |
| Class G.                     | 20¢ |

## Balances, Sash

|             |     |
|-------------|-----|
| Caldwell's. | 50¢ |
| Pulman's.   | 50¢ |

## Beef Shavers

|                         |     |
|-------------------------|-----|
| Enterprise.             |     |
| Japanned, each, \$3.00. | 25¢ |
| Tinned, each, \$10.50.  | 25¢ |

## Bells

| HAND—                       |     |
|-----------------------------|-----|
| Hand Bells, polished brass. | 50¢ |
| Nickel Plated.              | 60¢ |
| Pure bell metal.            | 60¢ |
| Silver chime.               | 55¢ |
| Swiss.                      | 50¢ |
| White metal.                | 50¢ |

## DOOR—

|                |     |
|----------------|-----|
| Trip, Com.     | 50¢ |
| Gong, Abbe's.  | 45¢ |
| Gong, Yankee.  | 45¢ |
| New Departure. | 50¢ |
| Rotary.        | 50¢ |
| Push.          | 50¢ |

## COW—

|                          |     |
|--------------------------|-----|
| Common wrought.          | 75¢ |
| Kentucky.                | 70¢ |
| Texas Star.              | 50¢ |
| Western, Sargent's list. | 70¢ |

## Bellows

|               |     |
|---------------|-----|
| Blacksmith's. | 65¢ |
| Hand.         | 25¢ |
| Moulders.     | 25¢ |

## Belting Rubber

| Boston Belting Co:                 |     |
|------------------------------------|-----|
| "Imperial," seamless stitched.     | 50¢ |
| Niagara.                           | 50¢ |
| New Jersey Car Spring & Rubber Co: |     |
| Extra Para.                        | 40¢ |
| Reliable.                          | 50¢ |
| Staple.                            | 50¢ |

## Bench Stops

|                                           |         |
|-------------------------------------------|---------|
| Morrill's No. 1, \$10.00 per doz.; No. 2. | \$15.00 |
| Miller's Falls.                           | 15¢     |

## Binder Twine

| Per Pound        |     |
|------------------|-----|
| Steel.           | 10¢ |
| Standard.        | 10¢ |
| Standard Manila. | 10¢ |
| Manila.          | 11¢ |
| Pure Manila.     | 12¢ |

## Bit Holders.

|                           |     |
|---------------------------|-----|
| Angular.                  | 45¢ |
| Extension:                |     |
| Barber's, # doz. \$15.00. | 45¢ |
| Ives' # doz. \$20.00.     | 60¢ |

## Blind Adjusters

|                            |     |
|----------------------------|-----|
| Columbian.                 | 25¢ |
| Domestic, # doz. \$2.00.   | 50¢ |
| Excelsior, # doz. \$10.00. | 50¢ |
| North's.                   | 10¢ |
| Upson's Patent.            | 40¢ |
| Zimmerman's.               | 50¢ |

## Blind Fastenings and Tenons

|                         |        |
|-------------------------|--------|
| Security Gravity, # gr. | \$3.00 |
| Zimmerman's.            | 50¢    |

## Blocks, Tackle

|                                   |     |
|-----------------------------------|-----|
| Eddy's.                           | 50¢ |
| Iron Strapped, Japanned Sheaves.  | 70¢ |
| Iron Strapped, Lig Vitae Sheaves. | 60¢ |
| Rope Strapped, Japanned Sheaves.  | 65¢ |
| L. V. Sheaves.                    | 40¢ |
| Lance:                            |     |
| Junior, Self Sustaining.          | 50¢ |
| Pat. Automatic.                   | 50¢ |
| Perfect Safety.                   | 50¢ |
| Stowell, Novelty Block.           | 50¢ |

## Bolts

| DOOR AND SHUTTER—                |     |
|----------------------------------|-----|
| Cast Iron Barrel, Square, &c.    | 60¢ |
| Cast Iron Chain.                 | 60¢ |
| Cast Iron Shutter Bolts.         | 60¢ |
| Ives' Patent Door Bolts.         | 55¢ |
| Wrought Barrel Bolts, Griffin's. | 75¢ |
| Wrought Metal (Ives').           | 45¢ |
| Wrought Square.                  | 70¢ |
| Wt Shutter, 8" x 12" list.       | 70¢ |
| Wrought Spring, Sargent's.       | 70¢ |

## CARRIAGE, MACHINE, & C.—

|                                                              |     |
|--------------------------------------------------------------|-----|
| Common carriage (cut thread), #25 and smaller (list \$1.25). | 70¢ |
| Large and longer.                                            | 80¢ |
| Phila. Eagle, \$2.00 list May 24, '99.                       | 80¢ |
| Bolt ends, list Feb. 14, '95.                                | 65¢ |
| Bolt ends, with C and T nuts.                                | 60¢ |
| Machine, #25 and smaller.                                    | 70¢ |
| Machine, larger and longer.                                  | 80¢ |

## TIRE—

|                                      |     |
|--------------------------------------|-----|
| American Screw Co:                   |     |
| Bay State, plain, list Dec. 28, '99. | 75¢ |
| Bay State, fluted.                   | 75¢ |
| Eagle Phila.                         | 85¢ |
| Norway, Phila.                       | 80¢ |
| Common.                              | 75¢ |
| Norway, Phila.                       | 80¢ |
| Portchester, Norway.                 | 80¢ |
| Phila.                               | 85¢ |

## STOVE AND PLOW—

|        |     |
|--------|-----|
| Plow.  | 65¢ |
| Stove. | 25¢ |

## MISCELLANEOUS—

|       |     |
|-------|-----|
| Sink. | 25¢ |
|-------|-----|

## Bone Mills

|             |     |
|-------------|-----|
| Enterprise. | 25¢ |
| Stearns.    | 40¢ |

## Borers, Tap

|                      |                        |
|----------------------|------------------------|
| Enterprise.          | 30¢                    |
| Each.                | \$1.25, \$1.75, \$2.50 |
| No. 1.               | 1                      |
| C. E. Jennings & Co. |                        |
| No. 6.               | 50¢                    |
| No. 10.              | 50¢                    |
| Common ring.         | 50¢                    |
| Ives.                | 50¢                    |

## Boring Machines

| WITHOUT AUGERS—      |                |
|----------------------|----------------|
| Upright, Angular.    |                |
| Jennings.            | 25¢            |
| Miller's Falls.      | \$7.50, 15¢    |
| Snell's, Rice's Pat. | \$2.50, \$2.75 |
| Ajax.                | 40¢            |
| Phillips.            | \$4.00 net     |

## Box Scrapers

|                       |     |
|-----------------------|-----|
| Bradley's.            | 20¢ |
| Stanley's Adjustable. | 45¢ |

## Box Strapping

|                                |     |
|--------------------------------|-----|
| Cary Mfg. Co's., in case lots. |     |
| "Universal."                   | 25¢ |
| Standard Metal Strap Co's.     | 20¢ |
| Belipes.                       | 20¢ |

## Braces

|                                |     |
|--------------------------------|-----|
| Barber's.                      | 50¢ |
| Barber's Ratchet.              | 50¢ |
| Common Ball American.          | 50¢ |
| C. E. Jennings & Co.           |     |
| No. 108/114.                   | 50¢ |
| No. 208/214.                   | 50¢ |
| Lancaster Mach. & Knife Works. | 50¢ |
| Gen. Spofford's.               | 50¢ |

## Brackets

|                             |     |
|-----------------------------|-----|
| Griffin's Folding.          | 70¢ |
| Griffin's Pressed Steel.    | 50¢ |
| Bradley's Pat., full cases. | 50¢ |
| Bradley's, in broken cases. | 50¢ |
| Baine's Adjustable.         | 25¢ |

## Bright Wire Goods

| Standard list: |     |
|----------------|-----|
| Steel.         | 50¢ |
| Brass.         | 55¢ |

## Bull Rings

||
||
||



## COW TIES—

|                 |             |
|-----------------|-------------|
| American        | 45¢@50¢     |
| Niagara         | 45¢@50¢@10¢ |
| Covert Mfg. Co. |             |
| Cotton          | 45¢         |
| Hemp            | 45¢         |
| Jute            | 45¢         |
| Sisal           | 35¢         |

## Chain Guards

|                      |     |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

## Carpet Stretchers

|                                      |        |
|--------------------------------------|--------|
| Bullard's                            | 35¢    |
| Montross' "Excelior" and Tack Hammer | 20¢    |
| Crest Iron, Steel points, 7 doz.     | 80¢    |
| socketa, 7 doz.                      | \$1.75 |

## Carpet Sweepers

|                           |       |
|---------------------------|-------|
| Sterling Carpet Sweepers  |       |
| Model A, Nickel trimmings | 25.00 |
| " B, Japd.                | 21.00 |
| " " Nickel                | 23.00 |
| " C,                      | 21.50 |
| " D, Japd.                | 19.50 |

## Carpet and Rug Beaters

|                       |      |
|-----------------------|------|
| No. 12, Wire, Tinned  | 2.00 |
| " 11, Wire, Coppered  | 1.10 |
| " 11, Wire, Tinned    | 1.30 |
| " 10 Wire, Galvanized | 1.50 |

## Cherry Stoners

|                              |         |
|------------------------------|---------|
| Enterprise                   | 25¢@30¢ |
| Goodell's Family, net 7 doz. | \$6.00  |
| Rollman's, net, 7 doz.       | 6.00    |

## Chisels

## SOCKET FRAMING &amp; FIRMER—

|                              |         |
|------------------------------|---------|
| Standard Makes               | 75¢     |
| L. & I. J. White             | 80¢@90¢ |
| C. E. Jennings & Co., No. 70 | 25¢@10¢ |
| Jennings & Griffin Mfg. Co.  | 80¢     |

## TANGED &amp; MISCELLANEOUS—

|                             |                  |
|-----------------------------|------------------|
| W. & S. Hutchers            | \$4.75@5.00 to 2 |
| C. E. Jennings & Co.        | 25¢@10¢          |
| Jennings & Griffin Mfg. Co. |                  |
| Tanged Chisels              | 25¢              |
| Tanged Gouges               | 35¢@10¢          |
| Tanged Firmers              | 35¢              |
| L. & I. J. White            | 25¢@10¢          |

## COLD CHISELS—

|                     |         |
|---------------------|---------|
| Good quality, 7 lb. | 18¢@10¢ |
| Snell's best C. S.  | 40¢@10¢ |
| Cronk's             | 50¢     |

## Cleaners, Sidewalk

|                 |      |
|-----------------|------|
| Challenge Shank | 25¢  |
| Star Shank      | 25¢  |
| Star Socket     | 4.00 |

## Clippers

## HORSE—

|                               |         |
|-------------------------------|---------|
| Chicago Flexible Shaft Co's.  | Each.   |
| Lightning Belt Clipping Mach. | \$15.00 |
| New '98, Chicago              | 8.75    |
| 1908 Chicago                  | 10.75   |
| Twentieth Century             | 5.00    |

## Coach Oil

|                          |         |
|--------------------------|---------|
| Snow Flake               |         |
| One-pint cans, 7 doz.    | \$ 3.00 |
| One-quart cans, 7 doz.   | 4.80    |
| One-gallon cans, 7 doz.  | 15.00   |
| Five-gallon cans, 7 doz. | 86.00   |

## Cocks, Brass

|                                                                |                 |
|----------------------------------------------------------------|-----------------|
| Hardware List                                                  |                 |
| Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks | 55¢@10¢@40¢@10¢ |

## Coffee Mills

|                     |             |
|---------------------|-------------|
| Hox and Side        | 50¢@10¢@80¢ |
| Enterprise Mfg. Co. | 20¢@25¢     |
| Lane Bros. Co.      | 80¢         |

## Compasses, Dividers, &amp;c

|                                |             |
|--------------------------------|-------------|
| Atrol Callipers and Dividers   | 40¢         |
| Bemis & Call Co's.             |             |
| Compasses                      | 50¢         |
| Dividers                       | 55¢         |
| Compasses, Callipers, Dividers | 70¢@70¢@10¢ |

## Coopers' Tools

|                   |             |
|-------------------|-------------|
| L. & I. J. White  | 20¢@20¢@10¢ |
| Sandusky Tool Co. | 20¢@20¢@10¢ |

## Corkscrews

|                            |         |
|----------------------------|---------|
| Detroit Cork Screw Co.     | 35¢     |
| Humason & Beckley Mfg. Co. | 50¢@10¢ |
| Samson, 7 doz.             | \$10.00 |

## Corn Hooks

|                     |                   |
|---------------------|-------------------|
| Kretzinger Cut-Easy | 7 doz. net \$3.00 |
|---------------------|-------------------|

## Corn Knives and Cutters

|             |     |
|-------------|-----|
| Bradley's   | net |
| Wadsworth's | 60¢ |

## Countersinks

|                  |         |
|------------------|---------|
| Mayhew's Diamond | 40¢@45¢ |
| Smith's          | 25¢     |
| Snell's          | 40¢     |
| Wheeler's Patent | 50¢     |

## Cow Ties

|             |  |
|-------------|--|
| See Chains. |  |
|-------------|--|

## Crayons

|                                                                                                                                                    |                              |
|----------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|
| Sargent's List                                                                                                                                     | 20¢                          |
| Dixon's                                                                                                                                            | 7 in., \$3.75; 9 in., \$4.25 |
| Eclipse                                                                                                                                            | 5.00                         |
| Emerald                                                                                                                                            | 5.00                         |
| Orion                                                                                                                                              | 5.00                         |
| Rainbow                                                                                                                                            | 5.00                         |
| Solid                                                                                                                                              | 7.50                         |
| Tallor black, 55¢; red and blue, 9.00                                                                                                              |                              |
| Zelnicke's Lumber                                                                                                                                  | 7.50                         |
| White and Purple, Indelible                                                                                                                        | \$7.50                       |
| Blue, Red, Green, Yellow and Terra Cotta, \$4.50; Black, \$4.00                                                                                    |                              |
| Giant Lumber, 5 1/2 in. x 15-16 in. round, all colors, \$1.25; Indelibles, \$1.75                                                                  |                              |
| Genuine Soapstone, Metal Workers', 5 in. x 1/2 in. Round, \$3.50; 5 in. x 1/2 in. Square, \$1.75; 5 x 1/2 x 3-16, \$2.50; 5 x 1 1/4 x 3-16, \$3.00 |                              |

## Curry Combs

|                          |         |
|--------------------------|---------|
| Kohler's                 | 40¢     |
| The Metal Stamping Co.   | 40¢     |
| Southington Cutlery Co's | 25¢@10¢ |

## Cutlery

|                  |     |
|------------------|-----|
| Foster's Pocket  | 30¢ |
| Carriers' Pocket | 50¢ |

## Diggers

|                     |  |
|---------------------|--|
| See Post Hole, etc. |  |
|---------------------|--|

## Dividers

|                               |  |
|-------------------------------|--|
| See Compasses, Dividers, etc. |  |
|-------------------------------|--|

## Dog Collars

|                            |             |
|----------------------------|-------------|
| Walter B. Stevens & Son:   |             |
| Brass                      | 40¢         |
| Embossed Gilt              | 80¢@10¢     |
| Leather                    | 40¢         |
| Union Hd'wre Co., new list | 50¢@50¢@10¢ |

## Door Checks

|                               |         |
|-------------------------------|---------|
| Bardale's                     | 40¢@45¢ |
| Columbia                      | 50¢@10¢ |
| Eclipse                       | 60¢@10¢ |
| Home                          | 50¢@10¢ |
| Pullman's Screen, 7 doz. net. | \$4.50  |

## Door Holders

|          |     |
|----------|-----|
| Empire   | 50¢ |
| Superior | 35¢ |

## Door Springs

|                                  |             |
|----------------------------------|-------------|
| Columbian Steel                  | 20¢         |
| " Faultless                      | 50¢         |
| Gem (Coll), list Oct. '95        | 20¢         |
| Pullman, Perfect                 | 25¢         |
| Pullman Coll., list Oct. '95     | 25¢         |
| Star (Coll), list Oct. '95       | 25¢         |
| Torrey's Rod, 39 in., 7 doz. net | \$1.10@1.25 |
| " 48 in., 7 doz. net             | 3.50        |
| Victor, Coll.                    | 50¢@10¢     |
| Chicago Coll Springs             | 40¢@10¢     |
| Reliance Coll Springs            | 40¢@10¢     |

## Drain Cleaners

|                   |         |
|-------------------|---------|
| Iwan's Adjustable | 55¢     |
| Iwan's Stationary | 40¢@10¢ |

## Drawer Pulls

|                                      |         |
|--------------------------------------|---------|
| Drawer Pulls, Griffin Mfg. Co., list | 75¢@10¢ |
| Sargent's list                       | 60      |

## Drawing Knives

|                    |             |
|--------------------|-------------|
| Standard Makes     | 70¢@10¢@75¢ |
| Adjustable Handle  | 25¢@25¢@10¢ |
| Jennings & Griffin | 60¢         |
| Watrous            | 15¢         |
| L. & I. J. White   | 20¢@25¢@25¢ |

## Drills and Drill Stocks

|                                        |                 |
|----------------------------------------|-----------------|
| Automatic Boring Tools, Goodell's      | 40¢@50¢@40¢@10¢ |
| Blacksmith's                           | 60¢             |
| Breast, Miller's Falls, each           | \$3.00          |
| Hand, Goodell's                        | 80¢@10¢         |
| Whitney's Island Drill, No. 1, \$10.00 |                 |
| Adjustable, No. 10, \$12.00            | 85¢             |

## TWIST DRILLS—

|                      |  |
|----------------------|--|
| See Augers and Bits. |  |
|----------------------|--|

## Drive Punches

|                    |     |
|--------------------|-----|
| Bemis & Call's     |     |
| Hand forged, round | 50¢ |
| Hand forged, oval  | 50¢ |

## Egg Beaters

|                             |               |
|-----------------------------|---------------|
| Holt-Lyon Co.               | 7 doz. 7 Gro. |
| No. 1, Japanned, Dasher     | \$0.35        |
| " Japanned, 6 doz.          | \$0.50        |
| No. A, Japanned, 6 doz.     | \$1.15        |
| No. 1, Tinned               | 1.40          |
| No. B, Japanned, hotel size | 1.85          |
| No. 6, Japanned, Dasher     | 1.85          |
| " Japanned, 6 doz.          | 1.85          |
| No. 2, Tinned, hotel size   | 2.00          |

## Emery Wheel Dressers.

|          |     |
|----------|-----|
| Sterling | 25¢ |
|----------|-----|

## Escutcheons

|      |     |
|------|-----|
| Wood | 25¢ |
|------|-----|

## Farriers' Knives

|                  |               |
|------------------|---------------|
| "Challenge"      | 7 doz. \$3.00 |
| Popes            | 3.00          |
| Wilkinson's, net | 3.00          |
| Wostenholm's     | 3.25          |

## Faucets

|                |             |
|----------------|-------------|
| Iron Petroleum | 70¢@70¢@10¢ |
|----------------|-------------|

## SELF MEASURING—

|                   |         |
|-------------------|---------|
| Enterprise 7 doz. | \$36.00 |
| Lane's            | 40¢@10¢ |

## Files

## DOMESTIC—

|                         |                     |
|-------------------------|---------------------|
| New list, Nov. 1, 1899: |                     |
| American                | 75¢@10¢@75¢@10¢@10¢ |
| Arcade                  | 75¢@10¢@75¢@10¢@10¢ |
| J. Barton Smith         | 75¢@10¢@75¢@10¢@10¢ |
| Diamond's               | 75¢                 |
| Diamond's Superfine     | 75¢                 |
| Eagle                   | 75¢@10¢@75¢@10¢@10¢ |
| Great Western           | 75¢@10¢@75¢@10¢@10¢ |
| Kearney & Foot          | 75¢@10¢@75¢@10¢@10¢ |
| McClellan               | 75¢@10¢@75¢@10¢@10¢ |
| Nicholson               | 70¢@10¢@75¢@10¢@10¢ |
| Nicholson's X. F. Files | 40¢@40¢@10¢         |
| Royal                   | 80¢@30¢@10¢         |

## IMPORTED—

|        |                      |
|--------|----------------------|
| Stub's | Stub's list, 80¢@35¢ |
|--------|----------------------|

## Filters

|                            |              |
|----------------------------|--------------|
| Acorn                      | 50¢          |
| Fulper's Natural Bone      | \$2.50@11.50 |
| Subject to trade discount. |              |

## Fish Hooks

|                                        |             |
|----------------------------------------|-------------|
| Am. Fish Hook Co. list                 | 60¢@40¢@10¢ |
| Kirby & Limerick, low list (50¢. base) | 10¢         |

## Fishing Tackle

|                                |        |
|--------------------------------|--------|
| Bishop's                       | 7 doz  |
| Level Winding Jeweled Reel     | \$7.00 |
| Level Winding Steel Pivot Reel | 80.00  |
| Auto Even Spooler              | 80.00  |
| Gun Cleaner                    | 4.20   |
| Lightening Fish Scaler         | 3.00   |
| Fish Hook Shield               | 5.00   |

## Fish Scales

|                          |         |
|--------------------------|---------|
| Covert's Saddlery Works: |         |
| Great American           | 60¢@20¢ |

## Freezers, Ice Cream

|                   |                                         |
|-------------------|-----------------------------------------|
| "Alaska":         |                                         |
| Qts.              | 1 2 3 4 6 8                             |
| Net.              | \$1.15 \$1.35 \$1.50 \$1.95 \$2.25      |
| "Arctic":         |                                         |
| Qts.              | 1 2 3 4 6 8                             |
| Net.              | \$1.10 \$1.30 \$1.50 \$1.80 \$2.20 2.95 |
| "North Star":     |                                         |
| Qts.              | 1 2 3 4 6 8                             |
| Net.              | \$1.25 \$1.45 \$1.75 \$2.25             |
| "White Mountain": |                                         |
| Qts.              | 1 2 3 4 6 8                             |
| Net.              | \$1.25 \$1.50 \$1.80 \$2.20 2.80 3.80   |
|                   | 10 12 15 20 25                          |
|                   | 4.55 5.35 7.00 9.00 11.50               |

## Fruit, Wine &amp; Jelly Presses

|            |         |
|------------|---------|
| Enterprise | 20¢@25¢ |
|------------|---------|

## Fry Pans

|                       |                             |
|-----------------------|-----------------------------|
| Standard list         | 75¢@10¢@80¢                 |
| No.                   | 1 2 3 4 5 6 7 8             |
| 7 doz.                | \$3.75 \$4.25 \$4.75 \$5.25 |
| No.                   | 5 6 7 8                     |
| 7 doz.                | \$5.00 \$5.50 \$6.00 \$6.50 |
| Kitchen Specialty Co. | Net 7 Gro.                  |
| Size AA               | \$6.10                      |
| " A                   | 8.70                        |
| " B                   | 9.30                        |
| " C                   | 9.90                        |

## Gauges

|                                        |         |
|----------------------------------------|---------|
| Bemis & Call's Steel                   | 50¢     |
| Diamond's Mortise                      | 60¢@10¢ |
| Marking Mortise, etc.                  | 55¢     |
| Stanley's                              | 25¢     |
| Starrett's Surface, Center and Scratch |         |

|                            |         |
|----------------------------|---------|
| Wire, Mores                | 25¢@10¢ |
| Wire, P. S. & W., low list | 30¢     |

## Gimlets

|                           |             |
|---------------------------|-------------|
| "Diamond" Gimlets, 7 gro. | \$4.00@4.25 |
| Double Cut                | 40¢@10¢@50¢ |
| Metal Head                | 50¢@10¢     |
| Wood Head                 | 50¢         |

## Gimlet Bits

|                      |  |
|----------------------|--|
| See Augers and Bits. |  |
|----------------------|--|

## Globe and Racking Cocks

|              |  |
|--------------|--|
| See Faucets. |  |
|--------------|--|

## Glue

|                 |             |
|-----------------|-------------|
| Le Pages Liquid | 25¢@25¢@10¢ |
| Mystic          | 40¢         |
| Martins         | 40¢         |

## Glue Pots

|                  |  |
|------------------|--|
| See Hollow Ware. |  |
|------------------|--|

## Graphite Lubricating

|                               |           |
|-------------------------------|-----------|
| Dixon's Pure Flake:           |           |
| 632—1 lb. cans                | 30¢ ea    |
| 633—5 lb. screw top tin cans  | 85¢ ea    |
| 634—10 lb. screw top tin cans | \$1.80 ea |
| 644—25 lb. boxes              | 15¢ lb    |
| 645—50 lb. boxes              | 14¢ lb    |
| 646—100 lb. kegs              | 14¢ lb    |
| 647—350 lb. barrels           | 12¢ lb    |

## Grindstone Fixtures

|                      |             |
|----------------------|-------------|
| Cronk's              | 50¢         |
| P. S. & W.           | 80¢@30¢@10¢ |
| Stowells Extra Heavy | 40¢@10¢     |
| Stowells Light       | 50¢         |

## Gunpowder

|                 |  |
|-----------------|--|
| See Ammunition. |  |
|-----------------|--|

## Gun Wads

|                 |  |
|-----------------|--|
| See Ammunition. |  |
|-----------------|--|

## Hafts

|                  |        |
|------------------|--------|
| Brittons, 7 doz. | \$6.50 |
|------------------|--------|

## Halters

|                   |         |
|-------------------|---------|
| Covert Mfg. Co.   |         |
| Jute Rope Halters | 50¢     |
| Sisal Rope        | 30¢@10¢ |
| Web Halters       | 35¢@10¢ |

## HAMMERS HANDLED HAMMERS—

|                             |               |
|-----------------------------|---------------|
| Magnetic tack, Nos. 1, 2, 3 | \$1.25 \$1.50 |
| " 1.75                      |               |
| Maydole's                   | 35¢@40¢@10¢   |
| Sargent's new list          | 40¢           |
| Fayette R. Plumb:           |               |
| Plumb, A. E. Nail           | 35¢@75¢       |
| Engineers' & S. Hand        | 50¢@12¢       |
| Quaker City Hammers         | 40¢@10¢       |
| Riveting and Timbers        | 40¢@25¢       |

## HEAVY HAMMERS &amp; SLEDGES—

|                    |            |
|--------------------|------------|
| Under 5 lb 50c lb. | 80¢@10¢    |
| 5 to 10 lb 40c lb. | 80¢@10¢    |
| Over 10 lb 30c lb. | 80¢@10¢    |
| Wilkinson's Smiths | 9¢@10¢@10¢ |

## Hammock Ropes

|                 |         |
|-----------------|---------|
| Covert Mfg. Co. |         |
| Jute            | 40¢@10¢ |
| Sisal           | 30¢     |

## Handles

|                               |                 |
|-------------------------------|-----------------|
| WOOD—                         |                 |
| Auger, assorted, 7 gro.....   | \$2.75          |
| Auger, large, 7 gro.....      | 3.25            |
| Auger, Ives' Pat., No. 1..... | 60¢@10¢         |
| No. 2 to 32 1/2.....          | 40¢             |
| Axe, Pick, etc.....           | 60¢@55¢@60¢@10¢ |
| Bliss Mfg. Co.:               |                 |
| Chisel.....                   | } 25¢@33¢       |
| Brad Awl.....                 |                 |
| File.....                     |                 |
| Auger.....                    |                 |
| Soldering Iron.....           |                 |



## SPRING HINGES—

|                                          |        |
|------------------------------------------|--------|
| Bommer Brothers:                         |        |
| Bommer Spring Hinges.....                | 40%    |
| Bommer B. B. floor Hinges.....           | 40%    |
| Bardsley's Patent Checking.....          | 15%    |
| Chicago Spring Butt Co.....              | 25%    |
| Chicago Spring Butts.....                | 25%    |
| Triple End Spring Butts.....             | 50%    |
| Chicago Ball Bearing Floor Hinge.....    | 50%    |
| Garden City Fire Engine House Hinge..... | 25%    |
| Chicago Saloon Door Hinge.....           | 25%    |
| Columbian:                               |        |
| Steel Hinges.....                        | 60%    |
| Floor Hinges.....                        | 60%    |
| American.....                            | 30%    |
| Gem.....                                 | 30%    |
| Oxford.....                              | 30%    |
| Acme, Steel.....                         | 30%    |
| " Brass.....                             | 25%    |
| Niles Mfg. Co.....                       | 30&10% |
| Superior:                                |        |
| Floor Hinges.....                        | 35%    |

## GATE HINGES—

|                                        |            |
|----------------------------------------|------------|
| Clark's, Nos. 1, 2, 3.....             | 50&100&10% |
| N. E., 2 doz., \$7.50.....             | 60%        |
| N. E., Reversible, 2 doz., \$5.50..... | 60%        |
| N. Y. State, 2 doz., \$4.50.....       | 60%        |
| Western, 2 doz., \$4.50.....           | 60%        |

## BLIND HINGES—

|                                                                           |                  |
|---------------------------------------------------------------------------|------------------|
| Parker.....                                                               | 70&100&70&10&10% |
| Sargent's, Nos. 1, 2, 5, 11, 15.....                                      | 75%              |
| W. H. Co's, No. 3 Mortise Gravity.....                                    | 60%              |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.20 2 doz. sets..... | 30&10%           |

## Hitching Cords

|                     |       |
|---------------------|-------|
| Covert Mfg. Co..... | 45%   |
| Hitchers Stall..... | 50&25 |

## Hollow Ware

## ENAMELED—

|                              |        |
|------------------------------|--------|
| Agate Nickel Steel Ware..... | 60%    |
| "Never Break" Steel.....     | 60%    |
| Spiders, Griddles, &c.....   | 65&10% |
| Malin Kettles, &c.....       | 60%    |
| " Porcelain.....             | 50%    |

## STOVE HOLLOW WARE—

|                                 |           |
|---------------------------------|-----------|
| Blacklock:                      |           |
| Ground.....                     | 50&50&10% |
| Plain or Unground.....          | 60&20&15% |
| Country Ware, 100 lbs. net..... | \$3.00    |
| Enameled Ware.....              | 45&10&50% |

## WHITE ENAMELED WARE—

|                                   |           |
|-----------------------------------|-----------|
| Malin Kettles.....                | 55&65&10% |
| Tinned Boilers and Saucepans..... | 35&10%    |
| Enameled.....                     | 45&10%    |

## GLUE POTS—

|               |        |
|---------------|--------|
| Tinned.....   | 30&10% |
| Enameled..... | 35&10% |

## Hooks

## BUSH—

|                           |        |
|---------------------------|--------|
| Jennings & Griffin's..... | 35&15% |
| Wadsworth's.....          | 55&10% |

## CAST IRON—

|                                   |                |
|-----------------------------------|----------------|
| Cedling, Sargent's list.....      | 50&100&20%     |
| Chandler.....                     | 60&20&10%      |
| Clothes Line, Sargent's list..... | 50&10&10%      |
| Coat and Hat, Sargent's list..... | 50&100&20%     |
| Coat and Hat, Stowell's.....      | 70%            |
| Harness, Sargent's list.....      | 50&20&10%      |
| Lamp.....                         | 60&20&10%      |
| Picture.....                      | 50&10%         |
| Screw Hat.....                    | 60&100&70%     |
| Wardrobe.....                     | 60&100&100&10% |

## WROUGHT IRON AND STEEL—

|                                 |                    |
|---------------------------------|--------------------|
| Cotton, 2 doz.....              | \$1.25             |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

## MEAT—

|                 |     |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

## WIRE—

|                                    |            |
|------------------------------------|------------|
| Atlas, new list, single cases..... | 80%        |
| Atlas, Metal Clasp.....            | 75&75&10%  |
| Wire Coat and Hat, Acme.....       | 60&10%     |
| Wire Coat and Hat, Gem.....        | 70&100&75% |
| Wire Ceiling, Gem.....             | 70&100&75% |

## MISCELLANEOUS—

|                                    |           |
|------------------------------------|-----------|
| Belt.....                          | 80%       |
| Covert Mfg. Co.:                   |           |
| Safety Gate and Scuttle Hooks..... | 35&25     |
| Grass, Wadsworth's.....            | 60%       |
| Cronk's, 2 doz.....                | 30%       |
| Hooks and Eyes, Brass.....         | 60&10%    |
| Hooks and Eyes, Mal. Iron.....     | 70&10%    |
| Cotton, box and hay.....           | 60&10&10% |

## Horse Clippers

|                   |  |
|-------------------|--|
| See Clippers..... |  |
|-------------------|--|

## Horse Nails

|                                             |                                   |
|---------------------------------------------|-----------------------------------|
| Nos.....                                    | 6 7 8 9 1                         |
| A. C.....                                   | 25c 25c 25c 21c 21c 40&25         |
| American, all sizes, net.....               | 9&5c                              |
| Nos.....                                    | 6 7 8 9 10                        |
| Anchor and 1/2c. net for all sizes 5 to 10. |                                   |
| New Haven.....                              |                                   |
| Nos.....                                    | 6 7 8 9 10                        |
| Anasable.....                               | 25c 25c 25c 21c 21c 50&10%        |
| C. B. K.....                                | 25c 25c 25c 21c 21c 40%           |
| Capwell.....                                | 15c 15c 17c 15c 15c 10&25         |
| Chapman.....                                | 25c 25c 25c 21c 21c 40&100&50%    |
| Clinch Fin.....                             | 15c 17c 15c 15c 15c 30&10%        |
| Elexor.....                                 | 25c 25c 25c 21c 21c 40&100&50%    |
| Extra, all sizes, net.....                  | 10&10%                            |
| Livingston.....                             | 25c 25c 25c 21c 21c 10&10%        |
| Mand S.....                                 | 25c 25c 25c 21c 21c 10%           |
| Neponset, No. 5 to 10, 1/2 lb.....          | 15c                               |
| Northwestern.....                           | 25c 25c 25c 21c 21c 20c 25&25&25% |
| Putnam.....                                 | 25c 21c 25c 15c 15c 30&15%        |
| Ray Putnam.....                             | 15c 15c 17c 15c 15c 10&10%        |
| Valcan.....                                 | 25c 21c 25c 15c 15c 25&10%        |
| Western.....                                | 25c 21c 25c 15c 15c 40&10%        |

## Shoes, Horse, Mule, &amp;c.

|                         |        |
|-------------------------|--------|
| F. O. B. Pittsburgh:    |        |
| Iron, per keg.....      | \$4.10 |
| Steel.....              | 3.25   |
| Burden's all sizes..... | 2.30   |

## Horse Ties

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton.....      | 45% |
| Hemp.....        | 45% |
| Sisal.....       | 25% |
| Jute.....        | 45% |

## Hose, Rubber

|                                |        |
|--------------------------------|--------|
| Boston Belting Co.:            |        |
| "Boston".....                  | 50%    |
| Niagara.....                   | 60%    |
| N. J. Car Spring & Rubber Co.: |        |
| Extra Para.....                | 40&10% |
| Reliable.....                  | 50&10% |
| Staple.....                    | 60&10% |
| Standard.....                  | 70&10% |

## Hose Bands

|                   |        |
|-------------------|--------|
| Star Hydrant..... | 80&20% |
| Steam.....        | 70%    |

## Ice Awns, Chippers &amp;c

|                               |            |
|-------------------------------|------------|
| Copeland Ice Pick, 2 doz..... | \$9.00 net |
| Crown.....                    | net        |
| Gem Ice Shave.....            | net        |
| Sargent's Ice Awns.....       | 55%        |
| Snell's.....                  | 50%        |
| Star.....                     | net        |

## Ice Cream Freezers

|                              |  |
|------------------------------|--|
| See Freezers, Ice Cream..... |  |
|------------------------------|--|

## Ice Shredders

|                                |               |
|--------------------------------|---------------|
| Enterprise, No. 25, 2 doz..... | \$8.00 25&30% |
| No. 54, 2 doz.....             | 15.00 25&30%  |

## Jack Chain

|                |  |
|----------------|--|
| See Chain..... |  |
|----------------|--|

## Jacks

|                      |  |
|----------------------|--|
| See Wagon Jacks..... |  |
|----------------------|--|

## Jack Screws

|                 |  |
|-----------------|--|
| See Screws..... |  |
|-----------------|--|

## Kettles

|                        |        |
|------------------------|--------|
| Spun brass, plain..... | 30&25% |
|------------------------|--------|

## Knives

|                                    |            |
|------------------------------------|------------|
| Kimball's:                         |            |
| Bread Knives, 2 doz.....           | \$1.50 20% |
| Butcher Knives.....                | 25%        |
| Shoe Knives.....                   | 25%        |
| Cronk's Chopping, net 2 doz.....   | \$1.50     |
| Foster Bros., butcher, &c.....     | 30%        |
| Table and Pocket, see Cutlery..... |            |
| Wilson's Butcher Knives.....       | net        |

## Knives, Hay and Straw

|                |        |
|----------------|--------|
| Wadsworth..... | 40&10% |
|----------------|--------|

## Knife Sharpeners

|                                 |            |
|---------------------------------|------------|
| Pike's:                         |            |
| Nat. Grit Carving Knife Hones   |            |
| 2 doz.....                      | \$3.00     |
| Solid Stone Carving Knife Hones |            |
| 2 doz.....                      | \$2.50 40% |
| Quick Edge Pocket Knife Hones   |            |
| 2 doz.....                      | \$2.00     |
| Mounted Kitchen Sandstone       |            |
| 2 doz.....                      | \$1.50     |

## Knobs

|                                              |               |
|----------------------------------------------|---------------|
| Bardale's wood, door, shutter and base.....  | 100&15%       |
| Base, rubber tip, 2 1/2 in. bead, 2 doz..... | \$1.15&1.25   |
| Door Por. Jap'd.....                         | 65&70c        |
| Door Por. Nickel.....                        | \$2.10&\$2.30 |

## Lanterns

|                                     |        |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40&10% |
|-------------------------------------|--------|

## Latches

|                             |        |
|-----------------------------|--------|
| Cronk's barn door, net..... | 2 doz. |
| Lane's Barn Door.....       | 40&10% |

## Lawn Mowers

|                                             |        |
|---------------------------------------------|--------|
| Genuine Philadelphia Hand Mowers:           |        |
| Style A (all steel) 10 in. wheel.....       | 60&10% |
| Style E, Rear cut, 10 in. wheel.....        | 70&10% |
| Style K, C. M. S. T.....                    | 70&10% |
| Brexels and Gold Coins.....                 | 40%    |
| Dewey's.....                                | 30%    |
| "All Day" and "New" Mowers, net prices      |        |
| Genuine Philadelphia Horse and Pony Mowers: |        |
| 36 in. Wrought frame Philadelphia.....      | 30%    |
| 30 and 36 in. Phila. D. P. & S. & S.....    | 40%    |
| Eagle 30, 35 & 40 in. S. & S.....           | 50%    |
| IXL 30, 35 & 40 in. S. & S.....             | 50%    |
| 25 & 30 in. 3 man or pony.....              | 50%    |

## Lawn Sprinklers

|                              |                     |
|------------------------------|---------------------|
| Enterprise.....              | 25&30%              |
| Philadelphia Lawn Mower Co.: |                     |
| Philadelphia Lawn Sprinkler: |                     |
| No.....                      | 2                   |
| Per Dozen.....               | \$12.00 \$15.00 30% |
| Kohler's:                    |                     |
| Daisy, net, 2 doz.....       | \$7.50              |
| Mystic.....                  | 6.00                |
| Rainmaker.....               | 4.50                |
| Dew Drop.....                | 1.20                |

## Leads

|                  |       |
|------------------|-------|
| Covert Mfg. Co.: |       |
| Cotton.....      | 45%   |
| Hemp.....        | 45%   |
| Jute.....        | 45%   |
| Sisal.....       | 35&25 |

## Lemon Squeezers

|                                        |                                 |
|----------------------------------------|---------------------------------|
| Berger Bros., 2 doz.....               | \$1.00; 10 in.                  |
| Hotchkiss, Straight Finish, 2 doz..... | \$1.40 20%                      |
| Little Giant.....                      | 50&60&25%                       |
| Force lined, Iron, 2 doz.....          | \$1.75                          |
| Force lined, Wood, 2 doz.....          | \$1.25                          |
| Wood, common, 2 doz.....               | No. 0, \$5.25                   |
|                                        | @\$5.50; No. 1, \$5.25 @ \$5.50 |

## Levels

|                             |        |
|-----------------------------|--------|
| C. E. Jennings & Co's.:     |        |
| Hexagon.....                | 25&10% |
| Iron Bench, new design..... | 25&10% |

## Lifters

|                          |  |
|--------------------------|--|
| See Transom Lifters..... |  |
|--------------------------|--|

## Lines

|                                                |                      |
|------------------------------------------------|----------------------|
| Cotton and Linen Fish.....                     | 40%                  |
| Cotton Chalk, 20 feet.....                     | 40&10%               |
| Cotton Trot.....                               | 20%                  |
| Samson Cot., Nos. 4, \$2.50 4 1/2, \$2.75..... | 20%                  |
| Silver Lake braided, 2 doz.....                | No. 0, \$3.00        |
| 1, \$5.50; 2, \$7.00; 3, \$7.50.....           | 20%                  |
| Wire Clothes:                                  |                      |
| 15 15 30                                       |                      |
| 100 feet.....                                  | \$2.25 \$3.00 \$1.75 |
| 75 feet.....                                   | 1.50 1.25 1.10       |

## Locks

## DOOR LOCKS, LATCHES, &amp;C—

|                          |     |
|--------------------------|-----|
| Lockwood Mfg. Co.....    | 40% |
| E. & E. Mfg. Co.....     | 10% |
| Reading Hardware Co..... | 40% |
| Sargent & Co.....        | 40% |

## CABINET—

|                    |     |
|--------------------|-----|
| Eagle Lock Co..... | 25% |
| Cabin.....         | 25% |
| Yale.....          | 25% |

## PADLOCKS—

|                                    |            |
|------------------------------------|------------|
| Acme bicycle and match, 2 doz..... | \$9.00 40% |
| Ames Sword Co.....                 | 40&45%     |
| Brown's brass.....                 | 25%        |
| Brown's chain.....                 | 25%        |
| Champion.....                      | 40%        |
| Eagle.....                         | 40%        |
| Smith & Egge bicycle.....          | 50%        |
| Wrought Iron.....                  | 75&100&80% |
| Yale Lock Co.....                  | 60%        |

## TRUNK—

|               |     |
|---------------|-----|
| Corbin's..... | 40% |
| Eagle.....    | 40% |

## Machine Bolts

|                |  |
|----------------|--|
| See Bolts..... |  |
|----------------|--|

## Mail Boxes

|                      |  |
|----------------------|--|
| See Boxes, Mail..... |  |
|----------------------|--|

## Mallets

|                                        |        |
|----------------------------------------|--------|
| Hickory.....                           | 45&50% |
| Blumwite.....                          | 45&50% |
| Bliss.....                             | 45&50% |
| Carpenters, Tappers, Box, Carvers..... | 25%    |

## Malin Kettles

|                      |  |
|----------------------|--|
| See Hollow Ware..... |  |
|----------------------|--|

## Mattocks

|                                |            |
|--------------------------------|------------|
| Cronk's Garden, net 2 doz..... | \$4.00     |
| Regular Goods.....             | 70&100&75% |

## Meat and Food Cutters

|                                |                                      |
|--------------------------------|--------------------------------------|
| American.....                  | 50%                                  |
| Nos.....                       | 1 2 3 4 B 5                          |
| Each.....                      | \$5 \$7 \$10 \$25 \$50 \$80          |
| Dixon's, 2 doz.....            | 80&100&40&10%                        |
| Nos.....                       | 1 2 3 4                              |
| Enterprise.....                | \$14 \$17 \$19 \$30 25&35&7&15%      |
| Each.....                      | 5 10 12 20 22 32                     |
| Little Giant.....              | \$2 \$3 \$3.75 \$5 \$4.50 \$6 40&50% |
| Nos.....                       | 305 \$10 \$12 \$20 \$22              |
| Each.....                      | \$25 \$45 \$44 \$75 \$25 40&50%      |
| Woodruff's, 2 doz.....         | \$15 \$18                            |
| Nos.....                       | 100 150                              |
| Beef Shavers (Enterprise)..... | 25&30%                               |

## Meat Juice Extractors

|                 |        |
|-----------------|--------|
| Enterprise..... | 25&30% |
|-----------------|--------|

## Metals, Anti-Friction

|                                   |     |
|-----------------------------------|-----|
| Magnolia Metal Co.:               |     |
| Defender.....                     | 25c |
| Komic.....                        | 15c |
| Magnolia, Anti-Friction.....      | 25c |
| Mystic.....                       | 15c |
| f. o. b. New York or Chicago..... |     |

## Melting Ladles

|                             |            |
|-----------------------------|------------|
| Monroe's Patent, 2 doz..... | \$4.00 40% |
| Sargent's.....              | 60&60&10%  |

## Mitre Boxes

|                             |        |
|-----------------------------|--------|
| C. E. Jennings & Co.....    | 80&10% |
| Seavey's, 2 doz.....        | \$2.00 |
| Stanley Rule and Level Co.: |        |
| Nos. 240 to 400.....        | 30%    |
| Nos. 50 and 60.....         | 25%    |

## Mop Wringers

|                     |         |
|---------------------|---------|
| No. 1 Reliance..... | 2 doz.  |
| No. 2 Reliance..... | \$12.00 |
| No. 3 Reliance..... | 16.00   |

## Motors

## COFFEE MILL—

|                                  |        |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$5.00 |
|----------------------------------|--------|

## Nails

|                                           |           |
|-------------------------------------------|-----------|
| See Review of the Markets for Quotations. |           |
| Wire nails and brads, Papered Assn list,  |           |
| July, 1899.....                           | 55&55&10% |

## PICTURE—

|                                       |        |
|---------------------------------------|--------|
| Niles' Patent.....                    | 40%    |
| Porcelain head, combination list..... | 60&10% |
| Porcelain head, Sargent's list.....   | 60%    |

## Nail Nippers

|                                     |         |
|-------------------------------------|---------|
| "Gem," 1/2 gross lots, 2 gross..... | \$21.00 |
| less quantity, 2 dozen.....         | 1.00    |

## Nail Pullers

|                                                        |                  |
|--------------------------------------------------------|------------------|
| Ajax, 5 lbs., 2 dozen, net.....                        | \$7.50           |
| Black Hawk, 2 dozen.....                               | 9.00             |
| Cyclops.....                                           | 40&100&40%       |
| Cronk's, 2 dozen, net.....                             | \$12.00          |
| Eureka, No. 74, 2 doz., net.....                       | \$2.50           |
| Eureka, No. 75, 2 doz., net.....                       | \$3.00           |
| Giant, No. 1, 2 doz., \$18.00; No. 1 1/2, \$18.20..... | \$20&25          |
| Lightning, 2 doz.....                                  | \$12.00          |
| Morrill's No. 1, list.....                             | \$20.00          |
| National, 2 doz.....                                   | \$24.00          |
| Pelican, 2 doz.....                                    | \$9.00 40&40&15% |
| Rolls Hardware Co., No. 1, \$18.00.....                | 50&10%           |

## Nail Sets

|                                  |             |
|----------------------------------|-------------|
| Hunters, Cup Point, knurled..... | \$10.00     |
| Hunters, Cup Point, plain.....   | 9.00        |
| Octagon.....                     | 4.00 @ 4.75 |
| Round, assorted.....             | 8.00 @ 8.25 |
| Square.....                      | 4.00 @ 4.25 |
| Snell's                          |             |
| Octagon, W gro.....              | .55         |
| Corrugated.....                  | .68         |
| Knurled.....                     | 80 @ 70%    |



|                                         |    |    |                                              |      |     |                                              |      |     |                                           |    |  |
|-----------------------------------------|----|----|----------------------------------------------|------|-----|----------------------------------------------|------|-----|-------------------------------------------|----|--|
| IRON PLANES—                            |    |    | Clothes line, Japanned.....                  |      |     | IRON OR STEEL—                               |      |     | Wood saw rods.....                        |    |  |
| C. E. Jennings & Co., iron.....         | 50 | 10 | Common Sense.....                            | 80   |     | New list, Jan. 8, 1904.....                  | 70   | 10  | Hand saws, Nos. 12, 20, 2, 16, D100, D85, | 20 |  |
| Sargent's.....                          | 80 | 20 | Dumb Waiter.....                             | 60   | 20  | Tinner.....                                  | 70   | 10  | 120, 77, 8.....                           | 20 |  |
| Standard Tool Co.....                   | 50 | 20 | Fompre's Pulley.....                         | 60   |     | Miscellaneous.....                           | 70   | 10  | Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 0, | 20 |  |
| Stanley Rule & Level Co.:.....          | 35 |    | gze alea 1, No. 3, 7, 2 in. tpl doz.....     | 50   |     |                                              |      |     | combination.....                          | 20 |  |
| Bailey's.....                           | 35 |    | Grand Rapids, "all steel.....                | 50   |     | <b>Rivet Sets</b>                            |      |     | Compass, keyhole, pruning, dovetail,      | 20 |  |
| Miscellaneous.....                      | 30 | 5  | Hay Fork, swivel eye, ½ doz., 4 in., \$3.75  | 55   |     | Regular list.....                            | 70   |     | &c.....                                   | 20 |  |
| <b>PLANE IRONS—</b>                     |    |    | Hay Fork, Hartz, 4½ in., ½ doz., \$3.00      | 55   |     | <b>Rollers, Stay</b>                         |      |     | Butcher saws and blades.....              | 20 |  |
| Buck Bros.....                          | 30 |    | Hay Fork, 5 in., solid, \$5.70.....          | 50   |     | Cronk's.....                                 | 50   | 55  | C. E. Jennings & Co.'s.....               | 20 |  |
| C. E. Jennings & Co.....                | 16 | 10 | Hot House.....                               | 50   | 10  | No. 1.....                                   | 50   | 55  | Butcher.....                              | 20 |  |
| Stanley R. & L. Co.....                 | 20 | 5  | Stowell's Anti-Friction, 5 in. wheel,        | 50   | 10  | ½ Dozen.....                                 | 50   | 55  | Hand Panel, rip & other saws.....         | 20 |  |
| L. & I. J. White.....                   | 20 | 5  | ½ doz., \$12.00.....                         | 40   |     |                                              |      |     | Cross cuts.....                           | 20 |  |
| <b>Pliers and Nippers</b>               |    |    | Side, Anti-Friction.....                     | 40   |     | <b>Rope</b>                                  |      |     | Hand panel and rip.....                   | 20 |  |
| Acme Nippers.....                       | 50 | 5  | Nhade rack.....                              | 45   |     | Best ½ in. and larger.....                   | 16   | 10  | Richardson's.....                         | 20 |  |
| Button.....                             | 75 | 10 | Upright.....                                 | 50   | 10  | Medium.....                                  | 16   | 10  | Circular and mill.....                    | 20 |  |
| Cronk & Carrier Mfg. Co.:.....          | 75 | 10 |                                              |      |     | ½ in. and larger.....                        | 16   | 10  | X cuts.....                               | 20 |  |
| American Button.....                    | 75 | 10 | <b>Pumps</b>                                 |      |     | Common.....                                  | 10   | 10  | Hand saws.....                            | 20 |  |
| Cronk's.....                            | 60 |    | Cistern, best grades.....                    | 80   |     | <b>Jute Rope</b>                             |      |     | Star, Butcher.....                        | 20 |  |
| Stub's Pattern.....                     | 50 |    | Pitcher Spout, best grades.....              | 75   | 5   | No. 1 grade.....                             | 8    | 10  |                                           |    |  |
| Combination and others.....             | 35 | 5  | Power Pumps, Myers.....                      | 50   |     | No. 2 grade.....                             | 8    | 10  |                                           |    |  |
| Heller's Farriers' Nippers, Pincers     | 40 | 10 | Spray Pumps, Myers.....                      | 50   | 10  |                                              |      |     |                                           |    |  |
| and Tools.....                          | 40 | 10 | Spray Pumps, Kohler's.....                   | 50   | 10  | <b>Manilla Rope</b>                          |      |     |                                           |    |  |
| The Nettleton Mfg. Co. Reversible       | 40 | 10 | Daisy, net ½ doz.....                        | 7    | 50  | 7-16 in. and larger.....                     | 18   | 10  |                                           |    |  |
| Cutting Nippers.....                    | 40 |    | Mechanical, net ½ doz.....                   | 7    | 50  | 8-10 in.....                                 | 14   | 10  |                                           |    |  |
| P. S. & W. Miners Cutting Nippers.....  | 40 |    | F. E. Myers & Bro., low list:                |      |     | 9-10 in.....                                 | 14   | 10  |                                           |    |  |
| Utica Drop Forge & Tool Co.:.....       | 40 |    | No. 1, Fig. 328, 3 in. Shallow Well          | 18   | 00  | 10-12 in.....                                | 14   | 10  |                                           |    |  |
| Pliers and Nippers, all kinds.....      | 40 |    | Pump.....                                    | 18   | 00  |                                              |      |     |                                           |    |  |
| <b>Plow Bolts</b>                       |    |    | No. 3, Fig. 328, 3½ in. Shallow Well         | 18   | 00  | <b>Root Cutters</b>                          |      |     |                                           |    |  |
| See Bolts.....                          |    |    | Pump.....                                    | 18   | 00  | Lane's.....                                  | 25   |     |                                           |    |  |
| <b>Plumb Bobs</b>                       |    |    | No. 5, Fig. 307, 3 in. Deep Well             | 18   | 00  | <b>Rules</b>                                 |      |     |                                           |    |  |
| Kenefel & Esser Co.....                 | 35 | 15 | Pump.....                                    | 18   | 00  | Athol, Steel.....                            | 35   | 10  |                                           |    |  |
| <b>Plumbs and Levels</b>                |    |    | No. 6, Fig. 307, 3½ in. Deep Well            | 18   | 00  | Boxwood.....                                 | 60   | 10  |                                           |    |  |
| Cook's.....                             | 40 | 10 | No. 14, Fig. 521, 3 in. Deep or Shal-        | 17   | 00  | Ivory.....                                   | 35   | 10  |                                           |    |  |
| Davis's.....                            | 40 | 10 | low Well Pump.....                           | 17   | 00  | Kenefel & Esser Co.:.....                    | 35   | 10  |                                           |    |  |
| Inclinometers.....                      | 20 |    | No. 32, Fig. 523, 3 in. Deep Well            | 17   | 00  | Folding, wood.....                           | 35   | 10  |                                           |    |  |
| Iron Levels.....                        | 25 | 10 | Pump.....                                    | 17   | 00  | Larkin's.....                                | 50   | 10  |                                           |    |  |
| Diaston's Plumbs and Levels.....        | 60 | 10 | No. 59, Fig. 331, 3 in. Shallow Well         | 14   | 00  | Lumber.....                                  | 60   |     |                                           |    |  |
| Diaston's Pocket Levels.....            | 60 | 10 | Pump.....                                    | 14   | 00  | Miscellaneous, Stanley's.....                | 60   |     |                                           |    |  |
| C. E. Jennings & Co.'s Iron.....        | 35 | 15 | No. 70, Fig. 333, 2½ in. Deep Well           | 17   | 00  | <b>Sad Irons</b>                             |      |     |                                           |    |  |
| C. E. Jennings & Co.'s Iron, Adjust-    | 40 | 15 | Pump.....                                    | 15   | 00  | <b>DOVER ASBESTOS—</b>                       |      |     |                                           |    |  |
| able.....                               | 40 | 15 | No. 72, Fig. 333, 3 in. Deep Well            | 15   | 00  | Polishing.....                               | 50   |     |                                           |    |  |
| Stanley R. & L. Co.....                 | 40 |    | Pump.....                                    | 15   | 00  | Pressing.....                                | 50   |     |                                           |    |  |
| Stanley's Duplex.....                   | 35 |    | No. 102, Fig. 448, 3 in. Lift Pump.....      | 9    | 00  | Laundry.....                                 | 45   |     |                                           |    |  |
| Woods' Extension.....                   | 35 | 15 | No. 108, Fig. 448, 3½ in. Lift Pump.....     | 11   | 00  | Sleeve.....                                  | 50   |     |                                           |    |  |
| <b>Poachers</b>                         |    |    | No. 128, Fig. 510, 3 in. Lift Pump.....      | 7    | 00  | Tourist.....                                 | 50   |     |                                           |    |  |
| See Egg Poachers.....                   |    |    | No. 181, Fig. 510, 3½ in. Lift Pump.....     | 8    | 50  | Toy.....                                     | 50   |     |                                           |    |  |
| <b>Police Goods</b>                     |    |    | No. 225, Fig. 389, Windmill Pump.....        | 12   | 50  | Blacklock:                                   |      |     |                                           |    |  |
| Tower & Lyon.....                       | 25 |    | No. 255, Fig. 408, Windmill Pump.....        | 28   | 00  | Plain black in cases, ½ 100 lbs.....         | 32   | 75  |                                           |    |  |
| <b>Polish Metal</b>                     |    |    | No. 302, Fig. 477, Spray Pump, com-          | 11   | 50  | Bronze finished in cases, ½ 100 lbs.....     | 3    | 15  |                                           |    |  |
| Prestoline Liquid, new list.....        | 40 |    | plete.....                                   | 11   | 50  | Aluminum finish, in cases, ½ 100 lbs.....    | 2    | 95  |                                           |    |  |
| Prestoline Paste.....                   | 40 |    | No. 380, Fig. 547, Knapsack Spray            | 10   | 00  | Full nickel, in cases, ½ 100 lbs.....        | 3    | 75  |                                           |    |  |
| George William Hoffman.....             | 40 |    | Pump.....                                    | 10   | 00  | Discount 50¢ f. o. b. Ashland.....           | 5    | 00  |                                           |    |  |
| U. S. Metal Polish Paste, 8 oz boxes,   | 50 |    | No. 283, Fig. 518, Low Down Tank             | 5    | 00  | Force Pump, net.....                         | 5    | 00  |                                           |    |  |
| ½ doz.....                              | 4  | 50 | No. 320, Fig. 492, Bucket Spray              | 2    | 00  | Pump, net.....                               | 2    | 00  |                                           |    |  |
| ½ gross.....                            | 4  | 50 | <b>Punches</b>                               |      |     | <b>Bemis &amp; Call Co.'s:</b>               |      |     |                                           |    |  |
| 1 pound boxes, ½ dozen.....             | 1  | 25 | Bemis & Call Co.'s.....                      | 50   |     | Cast Steel Drive.....                        | 50   |     |                                           |    |  |
| 1 pound boxes, ½ doz.....               | 2  | 25 | Cast Steel Drive.....                        | 50   |     | Morrill's.....                               | 50   |     |                                           |    |  |
| U. S. Liquid, 8 oz cans, ½ dozen.....   | 12 | 00 | Niagara Hollow.....                          | 50   |     | Niagara Solid.....                           | 55   | 10  |                                           |    |  |
| ½ gross.....                            | 12 | 00 | Niagara Solid.....                           | 55   | 10  | Saddlers' or Drive, good.....                | 60   | 5   |                                           |    |  |
| Barkeeper's Friend Metal Polish         | 1  | 75 | Saddlers' or Drive, good.....                | 60   | 5   | Snells' Tinner's.....                        | 40   | 5   |                                           |    |  |
| ½ doz.....                              | 1  | 75 | Snells' Tinner's.....                        | 40   | 5   | <b>Rail</b>                                  |      |     |                                           |    |  |
| ½ gross.....                            | 1  | 75 | <b>Rail</b>                                  |      |     | Barn Door, Light, Inches.....                | 1    | 10  |                                           |    |  |
| <b>Polish, Stove</b>                    |    |    | Barn Door, "None Better" No. 1.....          | 1    | 10  | Barn Door, "None Better" No. 2.....          | 1    | 10  |                                           |    |  |
| Black Eagle benzine paste, 5 lb cans,   | 10 |    | B. D. for N. E. Hangers:                     |      |     | Angular, ½ ft., 6c.....                      | 70   |     |                                           |    |  |
| ½ lb.....                               | 10 |    | Double Flange, ½ ft., 6c.....                | 70   |     | Cronk's.....                                 | 70   |     |                                           |    |  |
| Black Eagle, liquid, 10 oz. cans,       | 75 |    | O. N. T. style, No. 18.....                  | 2    | 50  | O. N. T. style, No. 18.....                  | 2    | 50  |                                           |    |  |
| ½ doz.....                              | 75 |    | Double braced, No. 10.....                   | 2    | 50  | Double braced, No. 10.....                   | 2    | 50  |                                           |    |  |
| Black Jack paste, ½ lb cans, ½ gross,   | 9  | 00 | Lane's.....                                  | 2    | 50  | O. N. T. 1 in., ½ 100 ft., net.....          | 32   | 75  |                                           |    |  |
| Black Kid paste, ½ lb can, each.....    | 65 |    | O. N. T. 1½ in., net.....                    | 3    | 00  | O. N. T. 1½ in., net.....                    | 3    | 00  |                                           |    |  |
| Ladd's Black Beauty, ½ gross, \$10.00   | 50 |    | O. N. T. 1½ in., net.....                    | 4    | 00  | O. N. T. 1½ in., net.....                    | 4    | 00  |                                           |    |  |
| Joseph Dixon's, ½ gross, \$5.75.....    | 50 |    | Hinge Hanger, 1 in., ½ 100 ft.....           | 3    | 00  | Hinge Hanger, 1 in., ½ 100 ft.....           | 3    | 00  |                                           |    |  |
| Dixon's Plumbago, ½ lb.....             | 8  |    | Sliding Door, Steel, Brass Plated, ½ ft. 5½c |      |     | Sliding Door, Steel, Brass Plated, ½ ft. 5½c |      |     |                                           |    |  |
| Firestone, ½ gross.....                 | 2  | 50 | Sliding Door, Wrought brass, 1½ in ½ lb.     | 5    | 50  | Sliding Door, Wrought brass, 1½ in ½ lb.     | 5    | 50  |                                           |    |  |
| Gem, ½ gross, \$4.50.....               | 10 |    | Victor Track Rail, 7c ½ ft.....              | 60   | 10  | Victor Track Rail, 7c ½ ft.....              | 60   | 10  |                                           |    |  |
| Japanese, ½ gross.....                  | 3  | 50 | <b>Rakes, Etc</b>                            |      |     | <b>Rakes, Etc</b>                            |      |     |                                           |    |  |
| Jet black, per gross.....               | 3  | 50 | Cronk's.....                                 | 70   | 10  | Malleable.....                               | 70   | 10  |                                           |    |  |
| Peerless Iron enamel, 10 oz. cans ½ doz | 1  | 50 | New Champion.....                            | 37   | 75  | New Champion.....                            | 37   | 75  |                                           |    |  |
| Wynn's.....                             | 1  | 50 | Victor.....                                  | 30   | 00  | Victor.....                                  | 30   | 00  |                                           |    |  |
| Black silk, 5 lb. pail, each.....       | 70 |    | Anti-Clog Lawn.....                          | 34   | 00  | Anti-Clog Lawn.....                          | 34   | 00  |                                           |    |  |
| Black silk, ½ lb. box, ½ doz.....       | 1  | 00 | Never Break Garden.....                      | 75   | 10  | Never Break Garden.....                      | 75   | 10  |                                           |    |  |
| Black silk, 5 oz box, ½ doz.....        | 75 |    | Queen City Lawn.....                         | 40   |     | Queen City Lawn.....                         | 40   |     |                                           |    |  |
| Black silk, ½ pint liquid, ½ doz.....   | 1  | 00 | Kohler's.....                                | 40   |     | Kohler's.....                                | 40   |     |                                           |    |  |
| <b>Poppers, Corn</b>                    |    |    | Lawn Queen, 20.....                          | 3    | 15  | Lawn Queen, 20.....                          | 3    | 15  |                                           |    |  |
| Square.....                             | 1  | 00 | Jumpo Lawn, 35.....                          | 5    | 40  | Jumpo Lawn, 35.....                          | 5    | 40  |                                           |    |  |
| 1 qt.....                               | 8  | 00 | Paragon (wood head).....                     | 2    | 50  | Paragon (wood head).....                     | 2    | 50  |                                           |    |  |
| 1½ qt.....                              | 10 | 00 | Steel Garden, 10th.....                      | 2    | 00  | Steel Garden, 10th.....                      | 2    | 00  |                                           |    |  |
| 2 qt.....                               | 12 | 00 | " " 12th.....                                | 2    | 10  | " " 12th.....                                | 2    | 10  |                                           |    |  |
| <b>Post Hole Diggers</b>                |    |    | " " 14th.....                                | 2    | 25  | " " 14th.....                                | 2    | 25  |                                           |    |  |
| Avery's "New-break" ½ doz.....          | 24 | 00 | " " 16th.....                                | 2    | 40  | " " 16th.....                                | 2    | 40  |                                           |    |  |
| Diaston's Samson Digger, ½ doz.....     | 24 | 00 | <b>Rasps, Horse</b>                          |      |     | <b>Rasps, Horse</b>                          |      |     |                                           |    |  |
| Kohler's.....                           | 25 |    | Diaston's.....                               | 75   |     | Diaston's.....                               | 75   |     |                                           |    |  |
| Little Giant.....                       | 12 | 00 | New Nicholson Horse Rasp.....                | 70   | 10  | New Nicholson Horse Rasp.....                | 70   | 10  |                                           |    |  |
| Hercules.....                           | 10 | 00 | See also Files.....                          |      |     | See also Files.....                          |      |     |                                           |    |  |
| Invincible.....                         | 9  | 00 | <b>Razors</b>                                |      |     | <b>Razors</b>                                |      |     |                                           |    |  |
| Pioneer.....                            | 7  | 20 | Electric.....                                | List | Net | Electric.....                                | List | Net |                                           |    |  |
| Universal.....                          | 14 | 00 | Boracic.....                                 | 60   |     | Boracic.....                                 | 60   |     |                                           |    |  |
| New Champion.....                       | 5  | 00 | Fox.....                                     | 40   |     | Fox.....                                     | 40   |     |                                           |    |  |
| Rival.....                              | 8  | 00 | J. R. Torrey Razor Co.....                   | 20   |     | J. R. Torrey Razor Co.....                   | 20   |     |                                           |    |  |
| Ryan's.....                             | 20 | 00 | Wostenholm & Butcher, \$10.00 to 2.....      | 10   |     | Wostenholm & Butcher, \$10.00 to 2.....      | 10   |     |                                           |    |  |
| Iwan's.....                             | 25 |    | <b>Razor Hones</b>                           |      |     | <b>Razor Hones</b>                           |      |     |                                           |    |  |
| Split handle.....                       | 10 | 00 | Pike Mfg. Co.:.....                          | 50   |     | Pike Mfg. Co.:.....                          | 50   |     |                                           |    |  |
| Perfection.....                         | 8  | 50 | Belgian German and Swaty, all sizes.....     | 50   |     | Belgian German and Swaty, all sizes.....     | 50   |     |                                           |    |  |
| Rockford Tack & Nail Co.:.....          | 6  | 50 | Pike's Selling Assortments:                  |      |     | Pike's Selling Assortments:                  |      |     |                                           |    |  |
| Rockford brand.....                     | 6  | 50 | Assortment No. 1.....                        | 18   | 00  | Assortment No. 1.....                        | 18   | 00  |                                           |    |  |
| Atlas pattern.....                      | 7  | 50 | No. 2.....                                   | 10   | 00  | No. 2.....                                   | 10   | 00  |                                           |    |  |
| <b>Post Hole Augers</b>                 |    |    | <b>Registers and Ventilators</b>             |      |     | <b>Registers and Ventilators</b>             |      |     |                                           |    |  |
| Iwan's Patent Improved.....             | 40 | 5  | <b>HOT AIR—</b>                              |      |     | <b>HOT AIR—</b>                              |      |     |                                           |    |  |
| Vaughan's, 4 to 9 in.....               | 6  | 00 | New list, July 1, 1908:                      |      |     | New list, July 1, 1908:                      |      |     |                                           |    |  |
| <b>Potato Hooks, Etc</b>                |    |    | Black Japanned, White Japanned,              |      |     | Black Japanned, White Japanned,              |      |     |                                           |    |  |



## BENCH, HAND, ETC.—

|                                                     |             |
|-----------------------------------------------------|-------------|
| Bench, iron, 1 in., 1 doz.                          | \$2.50@3.75 |
| 1 1/2, 2 doz.                                       | \$3.00@3.35 |
| 1 1/2, 2 doz.                                       | \$3.50@3.75 |
| Bench, wood, bench                                  | 25@25.50    |
| Hand, wood                                          | 25@25.50    |
| Jack Screws, Miller's Falls, roller bearing         | 60@105      |
| Jack Screws, Miller's Falls, without roller bearing | 50@105      |
| Jack Screws, P. S. & W.                             | 50@50.50    |
| Jack Screws, Sargent's                              | 70@105      |

## Scroll Saws

|                           |        |
|---------------------------|--------|
| Cricket                   | 10@105 |
| C. E. Jennings & Co.      | 25%    |
| Lester, complete, \$10.00 | 15@105 |
| Rogers, complete, \$4.00  | 15@105 |

## Scythes

|                                                                                                        |            |
|--------------------------------------------------------------------------------------------------------|------------|
| Cronk's                                                                                                | Doz \$9.00 |
| Wadsworth's                                                                                            |            |
| Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush | 40%        |

## Scythe Rifles

|                         |       |
|-------------------------|-------|
| 2-Coat, 7 gro., \$10.00 | } 40% |
| 4-Coat, 7 gro., \$12.00 |       |

## Scythe Stones

|                             |                |
|-----------------------------|----------------|
| Pike's Selling Assortments: | Doz \$4.75 net |
| Assortment "A"              | \$3.75 net     |
| No. 1, Indian Pond          | \$7.00         |
| No. 2, " "                  | 4.50           |
| White Mountain              | 9.00           |
| Black Diamond               | 12.00          |
| Lamolle                     | 11.00          |
| Green Mountains             | 6.00           |
| Leader Red End              | 4.50           |
| Willoughby Lake             | 9.00           |
| Extra Quinnebog             | 7.00           |
| Pike's Corrugum             | 18.00          |
| "Quick Cut Emery            | 10.00          |

## Seeders

|                    |        |
|--------------------|--------|
| Raisin, Enterprise | 25@30% |
|--------------------|--------|

## Shears

|                                       |                |
|---------------------------------------|----------------|
| Acme (cast)                           | 40@40.50       |
| Edna, Steel Japanned                  | 80@20%         |
| Edna, Steel Nickle                    | 70@20%         |
| Barnard Lamp Trimmers                 | 40%            |
| Carrier Cutter / Co.                  |                |
| N. P. Straight Trimmers               | 65%            |
| N. P. Bent Trimmers                   | 65%            |
| Japanned Straight                     | 70@10%         |
| Japanned Bent                         | 70@10%         |
| Hetrich's                             |                |
| Straight Trimmers, etc.               | 60@100@105@10% |
| Tailors' Shears                       | 10%            |
| Tinners' Snips                        | 40%            |
| Pruning, See Pruning Hooks and Shears |                |
| Seymour's Standard List:              |                |
| Japanned                              | 70%            |
| Nickle                                | 60%            |
| Standard Cutlery Co.:                 |                |
| Japanned                              | 70@10%         |
| Nickle                                | 60@10%         |
| Star Brand:                           |                |
| Nickle Scissors                       | 60%            |
| Nickle Shears                         | 60%            |
| Japan Shears                          | 70%            |
| Tailors' Shears                       | 50%            |
| Pruners                               | 75%            |
| Tinners' Snips                        | 10%            |

## Shears, Hedge

|                      |     |
|----------------------|-----|
| Wm. Wilkinson & Sons | 50% |
|----------------------|-----|

## Sheep Shears

|             |         |
|-------------|---------|
| Wilkinson's |         |
| 1900 List   | 80@105% |

## Sheaves

## SLIDING DOOR—

|                         |             |
|-------------------------|-------------|
| Corbin's list           | 60@105%     |
| Hasfield's Pattern      | 70@105%     |
| Stowell's Anti-Friction | 50%         |
| Patent Roller           | 60@105@105% |

## SLIDING SHUTTER—

|                |     |
|----------------|-----|
| Sargent's list | 70% |
|----------------|-----|

## Shells

|                 |  |
|-----------------|--|
| See Ammunition. |  |
|-----------------|--|

## Ship Tools

|                  |     |
|------------------|-----|
| L. & I. J. White | 25% |
|------------------|-----|

## Shot

|                 |  |
|-----------------|--|
| See Ammunition. |  |
|-----------------|--|

## Shovels and Spades

|                                 |            |
|---------------------------------|------------|
| Association List, Nov. 15, 1902 | 40%        |
| F. E. Kohler Co.                | net prices |
| Avery Stamping Co.              | 40%        |

## Snow Shovels

|                 |             |
|-----------------|-------------|
| Long Handles    | \$2.75@3.00 |
| Black D Handles | \$3.25@3.50 |

## Shutter Bars

|      |     |
|------|-----|
| Ives | 45% |
|------|-----|

## Shutter Bolts

|                     |  |
|---------------------|--|
| See Bolts, Shutter. |  |
|---------------------|--|

## Skate Sharpeners

|        |                                |
|--------|--------------------------------|
| Eureka | 7 doz. \$1.75; 7 gro., \$18.00 |
|--------|--------------------------------|

## Slaters' Tools

|        |     |
|--------|-----|
| Plumbe | 30% |
|--------|-----|

## Saw and Kraut Cutters

|                                              |               |
|----------------------------------------------|---------------|
| Diston's                                     |               |
| Saw, vegetable, corn grater, turnip shredder | 85%           |
| Kraut cutters, 2x7, 2x15, 2x20               | 25%           |
| Kraut cutters, 2x12, 4x15                    | 35%           |
| Tucker & Dorsey:                             |               |
| 1 knife, 7 gro.                              | \$15.00@20.00 |
| 2 knives, 7 gro.                             | \$23.50@30.00 |
| Kraut cutters                                | 40%           |
| Woodrough & McFarlin                         | 40%           |

## Sledges and Heavy Hammers

|              |  |
|--------------|--|
| See Hammers. |  |
|--------------|--|

## Slicers

|                       |     |
|-----------------------|-----|
| Vegetable, Enterprise | 25% |
|-----------------------|-----|

## Smiths' Bellows

|              |  |
|--------------|--|
| See Bellows. |  |
|--------------|--|

## Snaps, Harness, &amp;c

|                  |           |
|------------------|-----------|
| German, new list | 40@40.10% |
| Sargent's        |           |
| Patent Guarded   | 65%       |
| Covered Spring   | 50@55%    |

## Covert Mfg. Co.:

|                                  |       |
|----------------------------------|-------|
| Covert Breast strap, bkile snaps | 40%   |
| Yankee Breast strap, bkile snaps | 80@25 |
| Breast strap protector           | 45%   |
| Double for bits or trace carrier | 45%   |
| Trojan snaps                     | 45%   |
| High grade snaps                 | 45%   |
| Jockey snaps                     | 35%   |
| Derby snaps                      | 80@35 |
| Rope snaps                       | 40%   |
| Yankee snaps                     | 80@5  |

## Scythe Snaths

|                    |            |
|--------------------|------------|
| National Snath Co. | 45@50%     |
| Grain cradles      | 40@12 1/2% |

## Spoon Shaves

|                                |         |
|--------------------------------|---------|
| Bailey's (Stanley R. & L. Co.) | 50@10%  |
| Razor Edge                     | 85%     |
| Iron, 7 doz.                   | 50@10%  |
| Miller's Falls                 | 50@10%  |
| Seymour Smith & Sons, Iron     | 30%     |
| Wm. Johnson's                  |         |
| Wood, best                     | 30%     |
| Wood, second quality           | 33 1/2% |

## Spoons and Forks

## SILVER PLATED FLAT WARE—

|                           |           |
|---------------------------|-----------|
| International Silver Co.: |           |
| "1847"                    | 40@10%    |
| "Anchor"                  | 80%       |
| "Eagle"                   | 50@10%    |
| "Star"                    | 50@10%    |
| Rogers, Smith & Co.       | 50@10%    |
| Rogers & Hamilton         | 40@10%    |
| Holmes & Edwards          | 50@10%    |
| German silver, unplated   | 60@60.50% |

## KNIVES AND FORKS, NO. 12—

|                     |                 |
|---------------------|-----------------|
| "1847"              | Doz. Net \$3.50 |
| "Anchor"            | 3.25            |
| "Eagle"             | 3.25            |
| "Star"              | 3.25            |
| Rogers, Smith & Co. | 3.25            |
| Rogers & Hamilton   | 3.25            |
| Holmes & Edwards    | 2.75            |

## Springs

|                   |  |
|-------------------|--|
| See Door Springs. |  |
|-------------------|--|

## Spring Balances

|               |  |
|---------------|--|
| See Balances. |  |
|---------------|--|

## Spring Hinges

|             |  |
|-------------|--|
| See Hinges. |  |
|-------------|--|

## Squares

|                                         |              |
|-----------------------------------------|--------------|
| Diston's Try sq're & T bevels, new list | 67 1/2%      |
| Try square and T bevel                  | 80@105@70%   |
| Winterbottom's Try and Mitre            |              |
| Iron Handle                             | 35%          |
| Wood Handle                             | 40%          |
| Nickle-pl'ted, new list, Jan. 5, '00    | 70@7 1/2@75% |
| Steel and iron                          | 70@7 1/2@75% |

## Staples

|                                        |              |
|----------------------------------------|--------------|
| Barbed blind, 1/2, 3/4, & 1 in., 1 lb. | 6@6 1/2c     |
| Poultry Netting                        | 3 1/2@3 3/4c |

## FENCE—

|                                            |  |
|--------------------------------------------|--|
| Same price as Barb Wire, see trade report. |  |
|--------------------------------------------|--|

## Stay Rollers

|                             |        |
|-----------------------------|--------|
| Cronk's, No. 50, net 7 doz. | \$1.00 |
| " " 55 " " "                | 60c    |
| " " 60 " " "                | 84c    |
| " " 65 " " "                | 84c    |
| " " 65 " " "                | 80c    |
| Lane's, Nos. 1, 2 and 3     | 40%    |

## Steels

|                     |     |
|---------------------|-----|
| Chatillon's "Dicks" | 80% |
| Foster Bros         | 80% |

## Stocks and Dies

## BICYCLE—

|               |        |
|---------------|--------|
| Holroyd & Co. | 40@10% |
|---------------|--------|

## BLACKSMITH'S—

|                                 |            |
|---------------------------------|------------|
| Butterfield's                   | 25@40%     |
| Gardner                         | 33 1/2@10% |
| Holroyd & Co.                   | 50@50.10%  |
| Holroyd's R'd Adj. screw plates | 50%        |
| Reece's new screw plates        | 25%        |
| Lightning screw plate           | 25%        |

## PIPE MAKERS—

|               |           |
|---------------|-----------|
| Holroyd & Co. | 80@80.10% |
|---------------|-----------|

## Stones

|                |  |
|----------------|--|
| See Oilstones. |  |
|----------------|--|

## Stops

|                  |  |
|------------------|--|
| See Bench Stops. |  |
|------------------|--|

## Store Door Handles

|              |  |
|--------------|--|
| See Handles. |  |
|--------------|--|

## Store Ladders

|                  |     |
|------------------|-----|
| Lane's           | 10% |
| Myers' Noiseless | 50% |

## Stove Bolts

|            |  |
|------------|--|
| See Bolts. |  |
|------------|--|

## Stove Polish

|                    |  |
|--------------------|--|
| See Polish, Stove. |  |
|--------------------|--|

## Sweepers

|                      |  |
|----------------------|--|
| See Carpet Sweepers. |  |
|----------------------|--|

## Tackle Blocks

|             |  |
|-------------|--|
| See Blocks. |  |
|-------------|--|

## Tacks, Finishing Nails, &amp;c

|                                |        |
|--------------------------------|--------|
| New List, May 1, 1905          |        |
| American Carpet Tacks          | 90@20% |
| American Cut Tacks             | 90@20% |
| Swedes Cut Tacks               | 90@20% |
| Swedes Upholsterers            | 90@40% |
| Gimp Tacks                     | 90@40% |
| Lace Tacks                     | 90@40% |
| Trimmers' Tacks                | 90@40% |
| Looking Glass Tacks            | 65%    |
| Bill Posters' & Railroad Tacks | 90@45% |
| Hungarian Nails                | 80@20% |
| Finishing Nails                | 70@3—4 |
| Trunk and Clout Nails          | 80%    |

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10% is given on light weights.

## MISCELLANEOUS—

|                         |        |
|-------------------------|--------|
| Double Point, in dozens | 90@85% |
|-------------------------|--------|

## Tack Pullers

|                              |        |
|------------------------------|--------|
| Columbia, No. 1, 7 doz., net | \$5.00 |
| Little Jack, 7 doz., net     | 1.00   |

## Tapes, Measuring

|                             |              |
|-----------------------------|--------------|
| Eddy's:                     |              |
| American Asses' skin        | 40@1050%     |
| Leather Case                | 25@25.10%    |
| Tar steel                   | 40@40.10%    |
| Steel                       | 80@50.35%    |
| Chestermans                 | 25@25.5%     |
| Keuffel & Esser Co.:        |              |
| "Favorite" Ass skin         | 40@1050%     |
| "Favorite" Duck & Leather   | 25@50.25.10% |
| Metallic steel, lower list  | 85@35.5%     |
| Pocket                      | 85@35.5%     |
| Lufkin's steel and metallic | 30@33 1/2%   |

## Tap Borers

|                  |  |
|------------------|--|
| See Borers, Tap. |  |
|------------------|--|

## Tap

|                        |            |
|------------------------|------------|
| American Screw Co.:    |            |
| Machine screw          | 70%        |
| Holroyd & Co's.:       |            |
| Blacksmiths            | 60@10%     |
| Machine screw          | 75@1050%   |
| Machinists' Hand:      |            |
| 1-16 to 1 1/2 in. inc. | 65@10%     |
| 1 1/2 to 2 in. inc.    | 50@10.5%   |
| 2 1/2 to 3 in. inc.    | 33 1/2@10% |
| 3 1/2 to 4 in. inc.    | 20%        |
| Pipe, 1/2 to 1 1/2 in. | 80@20%     |
| Pipe, 2 to 3 in.       | 80@15%     |
| Pipe, 3 1/2 and 4 in.  | 60%@15%    |

## Tap Wrench

|                         |     |
|-------------------------|-----|
| Rollie Hdw. Co., \$5.00 | 50% |
|-------------------------|-----|

## Thumb Latches

|              |  |
|--------------|--|
| See Handles. |  |
|--------------|--|

## Ties, Wall and Veneer

|                                 |        |
|---------------------------------|--------|
| The Metal Stamping Co., Niagara | 20@10% |
|---------------------------------|--------|

## Tinware

|                                          |  |
|------------------------------------------|--|
| Stamped, Japanned and Pieced, net prices |  |
|------------------------------------------|--|

## Tire Bolts

|            |  |
|------------|--|
| See Bolts. |  |
|------------|--|

## Timber Scribes

|                |     |
|----------------|-----|
| Bemis & Call's | 80% |
|----------------|-----|

## Tobacco Cutters

|                        |        |
|------------------------|--------|
| National Specialty Co. | 40%    |
| Enterprise Mfg. Co.    | 25@80% |

## Tollet Clippers

|               |  |
|---------------|--|
| See Clippers. |  |
|---------------|--|

## Trace Holders

|                         |            |
|-------------------------|------------|
| Fernald's, 7 doz. pairs | net \$1.35 |
|-------------------------|------------|

## Trammel Points

|                                |        |
|--------------------------------|--------|
| C. E. Jennings & Co., "Eureka" | 25%    |
| Diston's                       | 60@10% |
| Sargent's                      | 40@10% |
| Stanley's                      | 45%    |

## Transom Lifters

|                                        |           |
|----------------------------------------|-----------|
| Payson's solid grip, Nos. 645 and 644, |           |
| 7 100, net                             | \$28.00   |
| Payson's                               |           |
| Balance, Iron list                     | 70@10510% |

## Traps

|         |                                |
|---------|--------------------------------|
| FLY—    |                                |
| Balloon | 7 doz. \$1.35, 7 gro., \$19.00 |
| Globe   | 1 doz. 1.25, " " 12.00         |
| Harper  | " " 1.40, " " 18.50            |

## GAME—

|                 |          |
|-----------------|----------|
| Enterprise Mole | 15@10%   |
| Hawley & Norton | 55%      |
| Newhouse        | 45@45.5% |
| Victor          | 70@10%   |

## MOUSE AND RAT—

|                                            |         |
|--------------------------------------------|---------|
| Hotchkiss:                                 |         |
| Metallic Mouse                             | 50%     |
| Improved Rat                               | 50%     |
| New Rat                                    | 50%     |
| Mouse, round wire, 7 doz., \$1.00          | 10%     |
| Mouse, wood, choker, 7 doz. holes          | 12c     |
| Marty French rat & mouse traps (Genuine):  |         |
| No. 1, Rat, 7 doz.                         | \$18.50 |
| No. 3, Rat, 7 doz., \$5.50; case of 10     | 6.75    |
| No. 3 1/2, Rat, 7 doz., \$5.25; case of 10 | 4.70    |
| No. 4, Mouse, 7 doz., \$3.55; " " 150      | 8.00    |
| No. 5 " " " " " " " " 150                  | 2.25    |
| Smith & Egge Mfg. Co.:                     |         |
| Superior Rat Trap                          | \$15.00 |
| Yankee Mouse Trap                          | 6.50    |
| Yankee Rat Trap                            | 11.00   |

## Trouser Hangers

|                       |        |
|-----------------------|--------|
| Pullman No. 1, 7 gro. | \$9.00 |
| " " " " " "           | 24.00  |

## Trowels, Mechanics

|                                  |       |
|----------------------------------|-------|
| Brade's Brick                    | 30%   |
| Diston's                         |       |
| Brick and Pointing               | 25%   |
| Plastering                       | 20%   |
| "Standard Brand" and Garden      | 30%   |
| C. E. Jennings & Co.:            |       |
| Brick                            | 30%   |
| Plastering                       | 25%   |
| Pointing                         | 20%   |
| W. & McP. Plastering             | 30%   |
| "Rose" Brick, Plating & Moulding | 25@5% |

## Trowels, Garden

|          |  |
|----------|--|
| Kohler's |  |
|----------|--|



# HARDWARE BUYERS' DIRECTORY

## CLASSIFIED LIST OF ADVERTISERS

### Abrasives

Pike Mfg. Co., Pike, N. H.  
Tanite Co., Stroudsburg, Pa.

### Adding Machines

Automatic Adding Machine Co., New York.

### Adzes

Peck Edge Tool Co., Cohoes, N. Y.

### Agricultural Implements

American Fork & Hoe Co., Cleveland, O.

### "Always Sharp" Calks

Always Sharp Calk Mfg. Co., Jersey City, N. J.

### Animal Pokes

American Fork & Hoe Co., Cleveland, O.

### Anti-Friction Metal

Magnolia Metal Co., New York

### Anvils

Alfred Field & Co., New York

### Arbor Presses

Chandler & Farquhar, Boston

### "Atlantic" Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

### Augers and Auger Bits

C. E. Jennings & Co., New York

### Automatic Door Catches

E. L. Watrous Mfg. Co., Des Moines, Ia.

### Automatic Shears and Scissors

Davies Automatic Shear Co., New York.

### Automobiles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

### Axes

Peck Edge Tool Co., Cohoes, N. Y.

### Axle Grease

Fraser Lubricator Co., New York.  
Snowflake Axle Grease Co., Fitchburg, Mass.

### Axle Oil

The Frank Miller Co., New York  
Snow Flake Axle Grease Co., Fitchburg, Mass.

### Babbitt Metal

Magnolia Metal Co., New York

### Bank Locks

The Yale & Towne Mfg. Co., New York.

### Barb Wire

Fuller Bros. & Co., New York

### Barn Paints

Geo. W. Pitkin Co., Chicago, Ill.

### Bath Room Accessories

Forsyth Mfg. Co., Buffalo, N. Y.

### Bearing Metal

Magnolia Metal Co., New York

### Beef Shavers

Enterprise Mfg. Co. of Pa., Phila.

### Beet Forks

American Fork & Hoe Co., Cleveland, O.

### Beet Hoes

American Fork & Hoe Co., Cleveland, O.

### Bellows, Smiths'

C. E. Jennings & Co., New York, N. Y.

### Belt Dressing

Joe. Dixon Crucible Co., Jersey City, N. J.

### Belt Shifters

Chandler & Farquhar, Boston

### Belting

Ames Sword Co., Chicopee, Mass.  
Voorhees Rubber Mfg. Co., Jersey City, N. J.

### Bench Shears

Chandler & Farquhar, Boston

### Bicycles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

### Bicycle Stands

F. E. Myers & Bro., Ashland, Ohio

### Bicycle Sundries

Cushman & Denison, New York  
Harrington & Richardson Arms Co., Worcester, Mass.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

### Bits

Alfred Field & Co., New York  
C. E. Jennings & Co., New York

### Blind Hinges

Parker Wire Goods Co., Worcester, Mass.

### Blocks, Tackle

Lane Bros., Poughkeepsie, New York

### Bolt and Screw Cases

American Bolt and Screw Case Co., Dayton, Ohio.

### Bolts, Bolt Ends, Etc

Columbus Bolt Works, Columbus, O.

### Boring Machines

Ajax Mfg. Co., Pittsburgh, Pa.  
C. E. Jennings & Co., New York

### Box Corner Fasteners

Cary Mfg. Co., New York

### Box Hasps and Hinges

Cary Mfg. Co., New York

### Box Straps

Cary Mfg. Co., New York

### Braces, Carpenters

C. E. Jennings & Co., New York

### Brackets, Lace Curtain

Kenvin & Cummings Co., Philadelphia, Pa.

### Brackets, Lamp

Kenvin & Cummings Co., Philadelphia, Pa.

### Brackets, Shelf

Piqua Bracket Co., Piqua, Ohio

### Brackets, Window Shade

Kenvin & Cummings Co., Philadelphia, Pa.

### Brands, Burning

Schwerdtle Stamp Co., Bridgeport, Conn

### Brass Goods

Walworth Mfg. Co., Boston, Mass.

### Bread Mixers "Atlantic"

Atlantic Stamping Co., Rochester, N. Y.

### Bridge Rods

Columbus Bolt Works, Columbus, O.

### Builders' Hardware

Champion Safety Lock Co., Geneva, O.  
Hobart B. Ives Co., New Haven, Conn.  
Taylor & Boggis Foundry Co., Cleveland, O.  
The Yale & Towne Mfg. Co., New York

### Butcher Knives, Tools and Steels

John Chatillon & Sons, New York  
Wilkinson Shear & Cutlery Co., Reading, Pa.

### Butchers' Scales

John Chatillon & Sons, New York

### Butts, Door

Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

### Butts, Spring

Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago

### Cabinet Hardware

The Yale & Towne Mfg. Co., New York.

### Cabinets, Medicine

Udell Works, Indianapolis, Ind

### Calipers

Alfred Field & Co., New York  
C. E. Jennings & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
L. S. Starrett Co., Athol, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

### Calks

Always Sharp Calk Mfg. Co., Jersey City, N. J.

### Can Openers

W. G. Browne Mfg. Co., Kingston, N. Y.  
Ellis Mfg. Co., Milldale, Conn.  
A. F. Meisselbach & Bro., Newark, N. J.

### Car Movers

Walter A. Zelnicher Supply Co., St. Louis, Mo.

### Carpenters' Levels

Baker-McMillen Co., Akron, Ohio.

### Carpenters' Pencils

Joe. Dixon Crucible Co., Jersey City, N. J.

### Carpet Stretcher and Tack

Hammer Combined  
Richard W. Montross, Gallen, Mich.

### Carriage Bolts

Columbus Bolt Works, Columbus, O.

### Carriage Top Dressing

Frank Miller Co., New York

### Carriage Trimmers' Clips

U. S. Clothes Pin Co., Montpelier, Vt.

### Carriers, Hay

F. E. Myers & Bro., Ashland, O.

### Casters

Faultless Caster Co., Nebraska City, Neb

### Chains

Covert Mfg. Co., Troy, N. Y.  
Alfred Field & Co., New York  
Fuller Bros., New York  
Onelda Community, Onelda, N. Y.

### Chain Blocks

The Yale & Towne Mfg. Co., New York.

### Chains, Cow

Covert Mfg. Co., Troy, N. Y.  
Onelda Community, Onelda, N. Y.

### Chains, Halter

Onelda Community, Ltd., Onelda, N. Y.

### Chains, Sash

Onelda Community, Onelda, N. Y.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

### Chair Seats

Eureka Chair Seat Co., Syracuse, N. Y.

### Checks, Brass

Schwerdtle Stamp Co., Bridgeport, Conn.

### Cherry Stoners

Enterprise Mfg. Co. of Pa., Phila.

### Chisels, Firmer

Alfred Field & Co., New York  
C. E. Jennings & Co., New York

### Clamps

North Bros. Mfg. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

### Cleavers

John Chatillon & Sons, New York

### Clippers

Coates Clipper Mfg. Co., Worcester Mass.

### Clippers, Horse and Barbers'

American Shearer Mfg. Co., Nashua, N. H.  
Alfred Field & Co., New York

### Clothes Pins

U. S. Clothes Pin Co., Montpelier, Vt.

### Closet Pulls

Smith & Egge Mfg. Co., Bridgeport, Conn.

### Coach Oil

Snowflake Axle Grease Co., Fitchburg, Mass.

### Coat, Hat and Ceiling Hooks

Parker Wire Goods Co., Worcester, Mass.

### Coffee and Spice Mills

Enterprise Mfg. Co. of Pa., Phila., Pa.  
Lane Brothers Co., Poughkeepsie, N. Y.

### Combination Squares

A. W. Hight, Toledo, O.

### Conductor Pipe

Am'can Steel Roofing Co., Middletown, Ohio.

### Cooking Utensils (Never Break)

Avery Stamping Co., Cleveland, Ohio.

### Cork Pullers

Enterprise Mfg. Co. of Phila., Pa.  
Erie Specialty Co., Erie, Pa.

### Corkscrews

Erie Specialty Co., Erie, Pa.  
Alfred Field & Co., New York

### Corn Knives

Wilkinson Shear & Cutlery Co., Reading, Pa.

### Corundum Wheels

Pike Mfg. Co., Pike, N. H.

### Counterfeit Detectors

Pelouse Scale & Mfg. Co., Chicago

### Countersinks

C. E. Jennings & Co., New York

### Crayons

Joe. Dixon Crucible Co., Jersey City, N. J.  
Walter A. Zelnicher Supply Co., St. Louis, Mo.

### Creamery Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

### Cupboard Catches

Champion Safety Lock Co., Geneva, O.

### Cupboard Turns

Champion Safety Lock Co., Geneva, O.

### Curled Hair

Baeder, Adamson & Co., N. Y., Phila.  
Boston and Chicago

### Cutlery

Davies Automatic Shear Co., New York  
Trout Hardware Co., Chicago, Ill.

### Cutlery Machinery

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

### Cutlery, Pocket

John Chatillon & Sons Co., New York  
Cronk & Carrier Mfg., Elmira, N. Y.  
Jos. Rodgers & Sons, Sheffield, England

### Cut Nails

Fuller Bros. & Co., New York

### Cutters, Rod

Belden Machine Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

### Cutters, Wire

Cronk & Carrier Mfg. Co., Elmira, N. Y.

### Cutting Pliers

Cronk & Carrier Mfg. Co., Elmira, N. Y.

### Dampers

Taylor & Boggis Foundry Co., Cleve., O.

### Diamond Tools

The Tanite Co., Stroudsburg, Pa.

### Dies, Steel

Schwerdtle Stamp Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

### Display Racks

Piqua Bracket Co., Piqua, Ohio.

### Dogs Collars and Muzzles

Alfred Field & Co., New York

### Door Check and Spring (Blount)

The Yale & Towne Mfg. Co., New York.

### Door Checks and Springs

Caldwell Mfg. Co., Rochester, N. Y.

### Door Holders

Caldwell Mfg. Co., Rochester, N. Y.

### Door Pulls

Parker Wire Goods Co., Worcester, Mass.

### Draught Springs

Beecher Draught Spring Co., New Haven, Conn.

### Drawer Pulls

Champion Safety Lock Co., Geneva, O.

### Drawing Instruments

Kentel & Esser Co., New York  
L. S. Starrett Co., Athol, Mass.

### Drawing Knives

C. E. Jennings & Co., New York

### Drills, Bench

Chandler & Farquhar, Boston, Mass.  
(See Twist Drills)

### Drills, Brick and Stone

Star Expansion Bolt Co., New York.

### Drop Presses

Waterbury Farrel Foundry & Machine Co., Water



- Ears, Knobs and Handles**  
Berger Bros. Mfg. Co., Philadelphia, Pa.
- Edge Tools**  
Peck Edge Tool Co., Cohoes, N. Y.
- Egg Beaters**  
W. G. Browne Mfg. Co., Kingston, N. Y.
- Electric Cooking and Heating Apparatus**  
Prometheus Electric Co., New York.
- Electric Fans**  
D. L. Bates & Bro., Dayton, Ohio.
- Electrolytic Voltmeter**  
Weston Electrical Instrument Co., New-ark, N. J.
- Elevators**  
Eaton & Prince Co., Chicago, Ill.  
Kimball Bros. Co., Council Bluffs, Iowa.
- Emery**  
Oriental Emery Co., New Haven, Conn.  
The Tanite Co., Stroudsburg, Pa.
- Emery and Garnet Paper**  
Baeder & Adamson & Co., N. Y., Phila. Boston and Chicago
- Emery Glue**  
The Tanite Co., Stroudsburg, Pa.
- Emery Paper and Cloth**  
Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**  
Pike Mfg. Co., Pike, N. H.  
The Tanite Co., Stroudsburg, Pa.
- Emery Wheel Dressers**  
Diamond Saw & Stamping Works, Buf-falo, N. Y.
- Enameled Wiring Rings**  
Star Expansion Bolt Co., New York.
- Envelope and Stamp Lubricators**  
Pelouse Scale & Mfg. Co., Chicago
- Expansion Bolts**  
Star Expansion Bolt Co., New York.
- Fans (Ventilating, Ceiling)**  
D. L. Bates & Bro., Dayton, Ohio.  
The A. Rosenberg Co., Baltimore, Md.
- Farm Fencing**  
New Jersey Wire Cloth Co., Trenton and New York
- Farming Tools**  
Am. Fork & Hoe Co., Cleveland, O.
- Fences, Wire and Iron**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Ohio Structural Iron Co., Sandusky, O.  
Van Dorn Iron Works Co., Cleveland, O.
- Files**  
G & H. Barnett Co., Philadelphia  
Carver File Co., Philadelphia, Pa.  
Alfred Field & Co., New York  
Nicholson File Co., Providence, R. I.
- Filters**  
Buffalo Mfg. Co., Buffalo, N. Y.  
Champion Safety Lock Co., Geneva, O.  
Fulper Pottery Co., Flemington, N. J.  
N. A. Watson, Erie, Pa.
- Fire Arms**  
Alfred Field & Co. New York  
Harrington & Richardson Arms Co., Worcester, Mass.  
Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Fire Escapes**  
Ohio Structural Iron Co., Sandusky, O.
- Fishing Reels**  
A. F. Meisselbach & Bro., Newark, N. J.
- Fishing Tackle**  
Clark, Horrocks Co., Utica, N. Y.  
E. J. Martin's Sons, Rockville, Conn.
- Flint Paper**  
Baeder & Adamson Co., Phila. and N. Y.
- Floor Plates**  
American Tube and Stamping Co., Bridgeport, Conn.
- Food Choppers**  
Enterprise Mfg. Co. of Pa., Philadelphia
- Foot Presses**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Forgings, Carriage**  
Columbus Bolt Works, Columbus, O.
- Forging Drops**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Forks**  
American Fork & Hoe Co., Cleveland, O.
- Freezers (Ice Cream)**  
North Bros. Mfg. Co., Philadelphia, Pa.
- Fruit Jar Wrenches**  
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**  
Enterprise Mfg. Co. of Pa., Philadelphia
- Furnace Shovels**  
Geneva Tool Co., Geneva, Ohio
- Fry-Pan Lids and Pot Covers**  
Kitchen Specialty Mfg. Co., Reading, Pa.
- Galvanized Hoops, Bars & Bands**  
Harold McCalla, Philadelphia, Pa.
- Galvanized Wire**  
Fuller Bros. & Co., New York
- Galvanized Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Garden Hose**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Garbage Cans**  
Atlantic Stamping Co., Rochester, N. Y.
- Garden Rakes—Steel**  
Am. Fork & Hoe Co., Cleveland, O.  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Garden Tools**  
Alfred Field & Co., New York  
Am. Fork & Hoe Co., Cleveland, O.
- Garden Trowels (Never Break)**  
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**  
Baeder & Adamson Co., Phila. and N. Y.
- Gas Cook ing Ranges**  
Albany Foundry Co., Albany, N. Y.
- Gas Heaters**  
Albany Foundry Co., Albany, N. Y.
- Gas Industrial Appliances**  
Albany Foundry Co., Albany, N. Y.
- Gas Pliers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Gas Ranges**  
Albany Foundry Co., Albany, N. Y.
- Gasfitters' Supplies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**  
Taylor & Boggis Foundry Co., Clevel-land, O.
- Gauges, Butt**  
Stanley Rule and Level Co., New York
- Gimlets**  
C. E. Jennings & Co., New York.
- Glass Cutters**  
W. L. Barrett, Bristol, Conn.
- Glue**  
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Government Contracts**  
U. S. Government Advertiser, Washing-ton, D. C.
- Grain Cradles**  
Am. Fork & Hoe Co., Cleveland, O.
- Grain and Barley Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Graphite**  
Jos. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**  
Am. Fork & Hoe Co., Cleveland, O.  
Wilkinson Shear & Cutlery Co., Read-ing, Pa.
- Grass Shears**  
Wilkinson Shear & Cutlery Co., Read-ing, Pa.
- Grinding Machines**  
The Tanite Co., Stroudsburg, Pa.
- Gummers, Saw**  
Henry Diston & Sons., Phila., Pa.
- Guns**  
Alfred Field & Co., New York.  
Harrington & Richardson Co., Worcester, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.  
Trout Hardware Co., Chicago, Ill.
- Hack Saw Blades, Sterling**  
Diamond Saw & Stamping Works, Buf-falo, N. Y.
- Hack Saw Frames**  
Diamond Saw & Stamping Works, Buf-falo, N. Y.
- Hack Saws (Sterling)**  
Diamond Saw & Stamping Co., Buffalo, N. Y.
- Hack Saws (Universal)**  
West Haven Mfg. Co., New Haven, Conn.
- Hair Felting**  
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago
- Halter Chains**  
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**  
Covert Mfg. Co., Troy, N. Y.
- Hammers**  
Henry Cheney Hammer Co., Little Falls, N. Y.  
Franklin Specialty Co., Reading, Pa.  
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**  
Henry Cheney Hammer Co., Little Falls, New York
- Hand and Foot Power Grinders**  
Royal Mfg. Co., Lancaster, Pa.
- Handles**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Handles, Tool**  
Berger Bros. Co., Philadelphia
- Hangers, Barn Door**  
Cronk & Carrier Mfg. Co., Elmira  
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**  
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**  
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**  
Berger Bros. Co., Philadelphia.  
Walworth Mfg. Co., Boston, Mass.
- Hardware Jobbers**  
Kelley-How-Thomson Co., Duluth, Minn.  
Trout Hardware Co., Chicago, Ill.
- Hardware Mfrs' Agents, Etc.**  
Robert Murray, New York
- Hardware Specialties**  
Enterprise Mfg. Co. of Pa., Phila.  
Alfred Field & Co., New York  
Forsyth Mfg. Co., Buffalo, N. Y.  
Franklin Specialty Co., Reading, Pa.  
H. B. Ives Co., New Haven, Conn.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Robert Murray, New York  
Parker Wire Goods Co., Worcester, Mass.  
Taylor & Boggis Foundry Co., Clevel-land, O.
- Harness Dressing**  
Frank Miller Co., New York, N. Y.
- Harness Snaps**  
Covert Mfg. Co., Troy, N. Y.
- Hatchets**  
Franklin Specialty Co., Reading, Pa.  
Peck Edge Tool Co., Cohoes, N. Y.
- Hasps and Staples**  
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**  
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Hay Racks**  
Ohio Structural Iron Co., Sandusky, O.
- Hedge Shears**  
Wilkinson Shear & Cutlery Co., Read-ing, Pa.
- Hinges**  
Griffin Mfg. Co., Erie, Pa.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.
- Hinges, Spring**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago
- Hitching Posts**  
Ohio Structural Iron Co., Sandusky, O.
- Hoes**  
American Fork & Hoe Co., Cleveland, O.
- Holsting Machinery**  
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**  
S. E. Droecker, New York.  
Alfred Field & Co., New York  
Pike Mfg. Co., Pike, N. H.
- Hook Racks**  
Udell Works, Indianapolis, Ind.
- Hooks**  
Berger Bros. Co., Philadelphia
- Horse and Cattle Ties**  
Covert Mfg. Co., Troy, New York  
Onida Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**  
Am. Shearer Mfg. Co., Nashua, N. H.
- Horse Nails**  
Capewell Horse Nail Co., Hartford, Conn.  
Standard Horse Nail Co., New Brighton, Pa.
- Horse Rasps**  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.
- Horse Shears**  
Wilkinson Shear & Cutlery Co., Read-ing, Pa.
- Hose (Fire)**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose (Garden)**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose Pipe**  
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**  
F. E. Myers & Bro., Ashland, Ohio  
Voorhees Rubber Mfg. Co., Jersey City N. J.
- Hot Pan Lifters**  
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Household Specialties**  
Forsyth Mfg. Co., Buffalo, N. Y.
- Household Tin Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Ice Balances**  
John Chatillon & Sons, New York  
Pelouse Scale & Mfg. Co., Chicago
- Ice Chisels**  
John Chatillon & Sons, New York
- Ice Cream Freezers**  
North Bros., Mfg. Co., Philadelphia
- Ice Picks**  
John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.  
Franklin Specialty Co., Reading, Pa.  
C. E. Jennings & Co., New York
- Ice Tools**  
John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.
- Injectors**  
N. A. Watson, Erie, Pa.
- Importers**  
S. Gutterman & Co., Ltd., London and New York.
- Inclinometers**  
Russell-Kimball Mfg. Co., Dunkir N. Y.
- Iron Enamel**  
Nickel Plate Stove Polish Co., Chicago Ill.
- Iron and Steel**  
Harold McCalla, Philadelphia, Pa.
- Iron Works**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**  
Smith & Ege Mfg. Co., Bridgeport, Conn.
- Kerosene Furnaces**  
Barthel Blow Lamp Co., Boston, Mass.
- Kitchen Cutlery**  
Lamson & Goodnow Mfg. Co., Shel-burne Falls, Mass.  
Wilkinson Shear & Cutlery Co., Read-ing, Pa.
- Knife Sharpeners**  
Pike Mfg. Co., Pike, N. H.  
The Tanite Co., Stroudsburg, Pa.
- Ladders, Folding**  
Berger Bros. Co., Philadelphia  
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**  
Bicycle Step Ladder Co., Chicago.
- Lard Presses**  
Enterprise Mfg. Co. of Pa., Phila.
- Landing Nets, Ring, Staff**  
A. F. Meisselbach & Bro., Newark, N. J.
- Lawn Fences**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.
- Lawn Mowers**  
Coldwell Lawn Mower Co., Newburgh, New York  
Philadelphia Lawn Mower Co., Phila-delphia, Pa.  
Reading Hardware Co., Reading, Pa.  
Worcester Lawn Mower Co., Worcester, Mass.
- Lawn Mower Grinders**  
Root Bros. Co., Plymouth, Ohio.
- Lawn Seats**  
Ohio Structural Iron Co., Sandusky, O.
- Lawn Weeders**  
Cleveland Lawn Weeder Co., Cleveland, Ohio.
- Lead Pencils**  
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**  
Berger Bros. Co., Philadelphia  
Erie Specialty Co., Erie, Pa.
- Letter Boxes**  
Taylor & Boggis Foundry Co., Clevel-land, Ohio.
- Levels**  
Baker-McMillen Co., Akron, Ohio.  
Russell-Kimball Mfg. Co., Dunkirk, N. Y.  
Stanley Rule & Level Co., New York  
L. S. Starrett Co., Athol, Mass.
- Levels, Semi-Circular**  
Russell-Kimball Mfg. Co., Dunkirk N. Y.
- Light Gray Iron Castings**  
Taylor & Boggis Foundry Co., Clevel-land, Ohio
- Locks**  
Yale & Towne Mfg. Co., New York.
- Lubricants**  
Jos. Dixon Crucible Co., New York and Jersey City, N. J.
- Lumber Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Lunch Boxes (Folding)**  
Rochester Lunch Box Mfg. Co., Roches-ter, N. Y.
- Machinists' Supplies**  
Diamond Saw & Stamping Works, Buf-falo, N. Y.
- Machinists' Tools**  
Henry Diston & Sons, Inc., Philadelphia  
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**  
Magnolia Metal Co., New York
- Mallets**  
Stanley Rule & Level Co., New York
- Manufacturers' Agents**  
Robert Murray, New York
- Manure Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Masons' Levels**  
Baker-McMillen Co., Akron, Ohio.
- Mats and Matting, Rubber**  
Voorhees Rubber Mfg. Co., Jersey City New Jersey
- Measuring Pumps**  
Enterprise Mfg. Co. of Pa., Phila.



**Measuring Tapes**

Alfred Field & Co., New York  
Keuffel & Esser, New York

**Meat Choppers**

John Chatillon & Sons, New York  
Enterprise Mfg. Co. of Pa., Phila.  
John H. Graham & Co., N. Y.

**Meat Cutters**

Enterprise Mfg. Co. of Pa., Phila.

**Metal Shingles**

Cortright Metal Roofing Co., Philadel-  
phia.  
Montross Metal Shingle Co., Camden,  
N. J.

**Metal Ware**

Pritchard-Strong Co., Rochester N. Y.

**Metal Workers' Crayons**

Walter A. Zelnicker Supply Co., St.  
Louis, Mo.

**Mills, Coffee and Spice**

John Chatillon & Sons, N. Y.  
Enterprise Mfg. Co. of Pa., Phila.  
Lane Bros. Co., Poughkeepsie, N. Y.

**Mills, Drug**

Enterprise Mfg. Co. of Pa., Phila.

**Mining Knives**

Enterprise Mfg. Co. of Pa., Phila.

**Molasses Gates**

Taylor & Boggis Foundry Co., Clevel-  
and, Ohio

**Mops**

Bay State Mop Co., Woburn, Mass.

**Mop Press**

Goddard Mop Press Co., Akron, Ohio.

**Mop Wringers**

Lee Chair Co., Oneida, N. Y.

**"Motor Car" (Automobile Magazine)**

W. C. Pierson Publishing Co., New York

**Motor Cycles and Accessories**

Thomas Auto-Bi Co., Buffalo, N. Y.

**Moulding Hooks**

Forsyth Mfg. Co., Buffalo, N. Y.

**Mowing Machine Oilers**

American Tube & Stamping Co., Bridge-  
port, Conn.

**Nail Pullers**

Belden Machine Co., New Haven, Conn.

**Nails**

Fuller Bros. & Co., N. Y.

**Nail Sets**

O. E. Jennings & Co., N. Y.  
L. S. Starrett Co., Athol, Mass.

**Needles**

Alfred Field & Co., New York

**Nippers**

Alfred Field & Co., New York  
L. S. Starrett Co., Athol, Mass.

**Numbering Machines**

Cushman & Denison, New York

**Nuts**

Columbus Bolt Works, Columbus, O.

**Oilers**

American Tube & Stamping Co., Bridge-  
port, Conn.  
Cushman & Denison, New York.

**Oil Cans**

Atlantic Stamping Co., Rochester, N. Y.  
A. F. Metcalf & Bro., Newark, N. J.

**Oil Stones**

S. R. Droscher, New York.  
Pike Mfg. Co., Pike, N. H.

**Oil Stoves**

Taylor & Boggis Foundry Co., Clevel-  
and, Ohio

**Ornamental Iron Work**

Enterprise Foundry & Fence Co., Indian-  
apolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O

**Ox Yoke and Bows**

Am. Fork & Hoe Co., Cleveland, O.

**Packing Rubber**

Voorhees Rubber Mfg. Co., Jersey City,  
N. J.

**Padlocks**

Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport,  
Conn.  
The Yale & Towne Mfg. Co., New York.

**Paints**

Jos. Dixon Crucible Co., Jersey City, N. J  
Treat Hardware Co., Chicago, Ill.

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Cushman & Denison, New York  
U. S. Clothes Pin Co., Montpelier, Vt.

**Patents**

Davis & Davis, New York  
O. J. Haegler, Philadelphia, Pa.

**Pencils**

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**Photograph Clips**

U. S. Clothes Pin Co., Montpelier, Vt.

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Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.

**Pipe Fittings**

Walworth Mfg. Co., Boston, Mass.

**Pipe Straps**

Berger Bros. Co., Philadelphia  
Walworth Mfg. Co., Boston, Mass.

**Pipe Threading Machines**

Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

**Pipe Vises**

Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

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Belden Machine Co., New Haven, Conn.

**Pipe, Wrought**

Walworth Mfg. Co., Boston, Mass.

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Worcester, Mass.  
J. Stevens Arms & Tool Co., Chicopee  
Falls, Mass.

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Stanley Rule & Level Co., New York

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**Plates, Machinery**

Schwerdtle Stamp Co., Bridgeport, Conn

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Alfred Field & Co., New York

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Alfred Field & Co., New York

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Nickel Plate Stove Polish Co., Chicago,  
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and New York

**Polishes, Paste**

Geo. W. Hoffman, Indianapolis, Ind.  
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Chandler & Farquhar, Boston

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Smith & Egge Mfg. Co., Bridgeport, Conn

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Champion Safety Lock Co., Geneva, O.

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McKinney Mfg. Co., Allegheny, Pa.

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Magnolia Metal Co., New York

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Enterprise Mfg. Co. of Pa., Phila.

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American Fork & Hoe Co., Cleveland, O.

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Jos. Rodgers & Sons, New York and  
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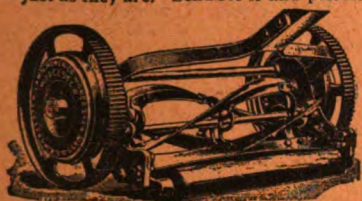
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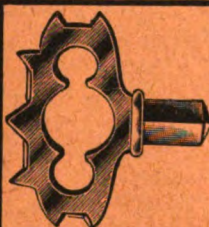
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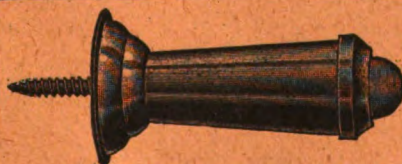
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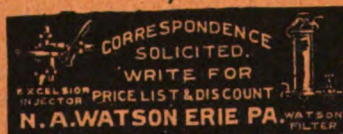
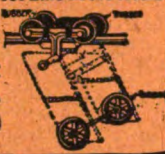
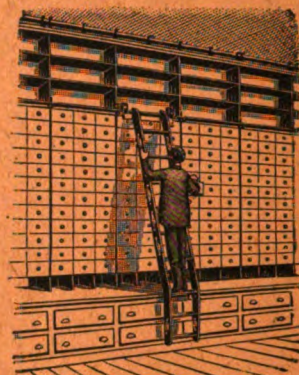
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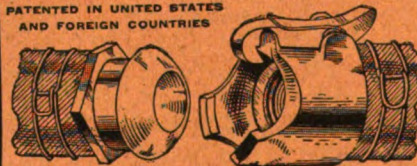
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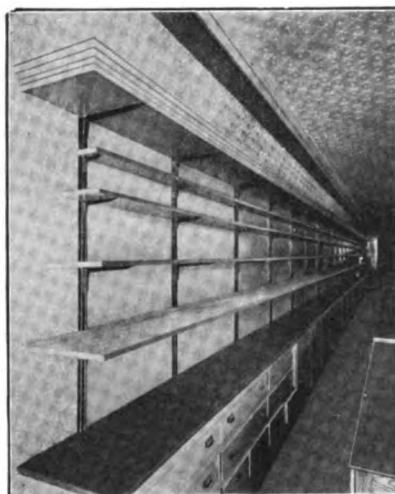
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We furnish you with handsome display card and other advertising literature to help you sell them.

Write today for catalog and prices.

**FULPER POTTERY CO.**  
FLEMINGTON, N. J.



## SHELVES OR GOODS

WHICH  
DO YOU  
FAVOR?

Favor your shelving and you must scatter your goods promiscuously over a large area.

Favor your goods and you must use

## Piqua Adjustable Shelf Brackets

You can then accommodate your shelves to your stock and

**SAVE 30 PER CENT.  
OF STORE ROOM**

at the lowest possible estimate.

There are so many advantages in Piqua Adjustable Brackets we cannot even suggest them here.

Send for Catalog H for Hardware men. It will interest you in store system and economy.

**The Piqua Bracket Co.**  
Piqua, Ohio

Please mention **HARDWARE** when writing to advertisers.



## The Best Washing Machine to have in the house:

The one that is noiseless, frictionless, swift, the easiest operated, the most substantially constructed and the handsomest of all machines—in short, the

# Imperial

### ROTARY WASHER

These things are selling points. Therefore it's the best machine for you to have in your store. Don't forget that. Our catalog will help you remember it. Send to-day for a copy.

**THE BLACKSTONE MFG. CO.**  
Established 1871  
JAMESTOWN, N. Y.



**BAY STATE MOP CO.**  
Wm. H. Curtis, Prop'r  
Manufacturer and  
Wholesale Dealer  
in all kinds of  
Yacht and Hard-wood Floor Mops  
a Specialty.  
Office and Factory, Buel Place,  
Woburn, Mass.  
Send for Catalog and Prices.



### Tackle Blocks

for every purpose. 65 years' experience.

**Boston & Lockport Block Co.**  
Boston, Mass.

### HAROLD McALLA

IRON AND STEEL  
Plain and Galvanized Bars, Hoops,  
Bands, Angles, Channels, Tees,  
Plates, Sheets, Wire, etc.  
444-446-448 FAIRMOUNT AVE.  
PHILA., PA.

### Federal Bench Punch

10 inches high, 10 inches long,  
Weights 64 pounds  
PUNCHES 5-16 inch hole in 1/4  
in. Iron plate, 2 1/2 in. from  
edge. Send for Circular.

**Chandler & Farquhar Co.,**  
131 Congress Street,  
Boston, U. S. A.



### AGENCY JOSEPH RODGERS & SONS, LTD.

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

**JOSEPH RODGERS & SONS, Ltd.**

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives  
and Forks, Table  
Cutlery, Scissors,

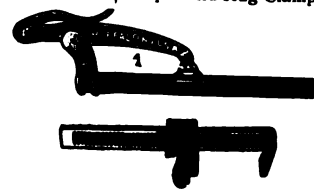


Razors, Hunting  
and Bowle Knives,  
Pocket Cutlery, &c.

**ALFRED FIELD & CO., 93 Chambers St., New York**

### HARDWARE SPECIALTIES

Pillow Sham Holders, Broom and Dust  
Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc.,  
**E. E. JOSEFF MFG. CO.,**  
BUFFALO, N. Y.

**WILCUT SHEARS**  
SHEEP, GRASS, HEDGE AND HORSE  
BUTCHER KNIVES  
The Wilkinsou Shear & Cutlery Co.  
Reading, Penn., U. S. A.

Improved Quick and Easy  
Rising Steam, Electric  
and Hand Power  
**ELEVATORS**  
Send for Circulars.  
**Kimball Bros. Co.,**  
1013 Ninth St., Council Bluffs, Ia.  
**KIMBALL ELEVATOR CO.,** 120 Cedar St.,  
39 Vincent St., Cleveland, O. New York.

**ROBERT MURRAY**  
104 Reade St., New York City  
**General Hardware**  
Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.



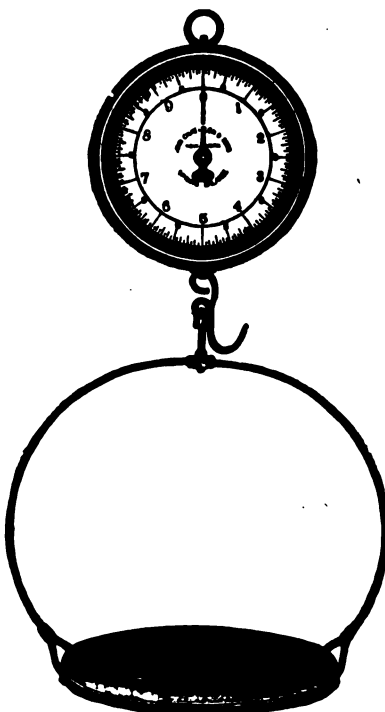
**SECURE**  
PROTECTION AND LONG  
SERVICE BY USING OUR  
**ASPHALT ROOFING**  
SAVES REPAIRS---  
SAVES RECOATING---  
SAVES RENEWING---  
Send for Samples or Pamphlet  
**STOWELL MFG. CO.**  
JERSEY CITY, N. J.

Please mention **HARDWARE** when writing to advertisers.



# CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

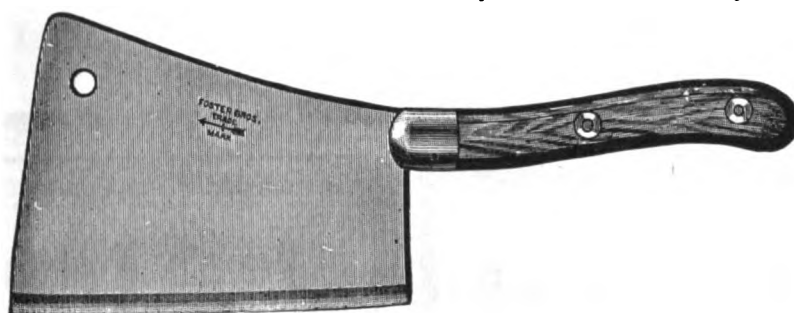


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

## FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

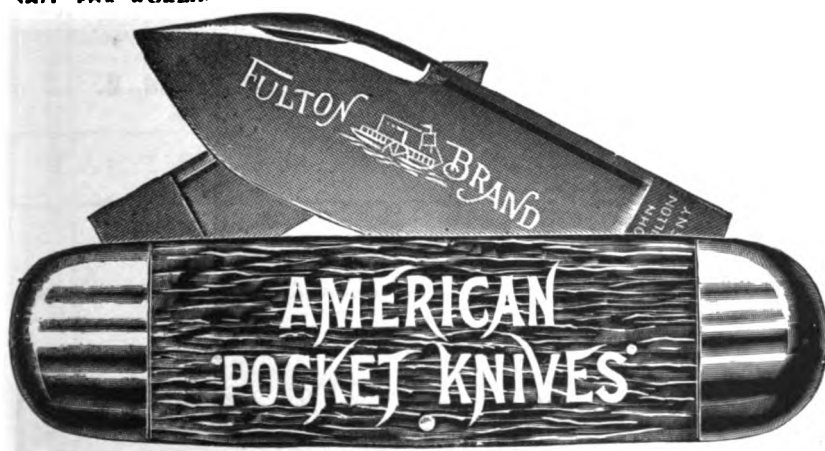


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

## FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

# JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

Please mention HARDWARE when writing to advertisers.





# GUARANTEED

Not simply a high sounding but meaningless string of words, neither an empty guarantee to give satisfaction, but a definite, absolute, binding guarantee that this

paint will

## WEAR FIVE YEARS

or paint for repainting is yours without charge.

That is the kind of guarantee we put on Pitkin's Barn Paint and it lives up to it too.

### GEO. W. PITKIN CO.

Paint and Color Makers

Established 1868

CHICAGO, U. S. A.

Originators of Barn Paint

**WE ARE  
HEADQUARTERS  
FOR  
EVERYTHING  
IN  
HARDWARE**

Including Cutlery, Sporting Goods,  
Guns, Etc.

### PAINT

We are sole distributors for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for: This we guarantee.

Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market to-day.

**TROUT HARDWARE CO.**

174-176-178 E. LAKE ST.

CHICAGO, ILLS.

## Pure and Absolutely Safe

Cooking Utensils are those which will NOT SCALE OFF like cheap enamel; NOT SCORCH OR BURN like light fry-pans and skillets; NOT ABSORB GREASE OR FLAVORS like Cast-Iron. In a word "HYGIENIC" is the condition and "HEALTH" the result when using



**"NEVER-BREAK" STEEL SPIDERS,  
GRIDDLES AND KETTLES.**

Look for the BRAND—it is what the signature is to a bank check—you can't expect the GENUINE from more than one.

**THE AVERY STAMPING CO., Cleveland, O.**

Sole Mfrs. of "NEVER-BREAK" GOODS.

## Consult

our catalog file for anything you need in the hardware line.

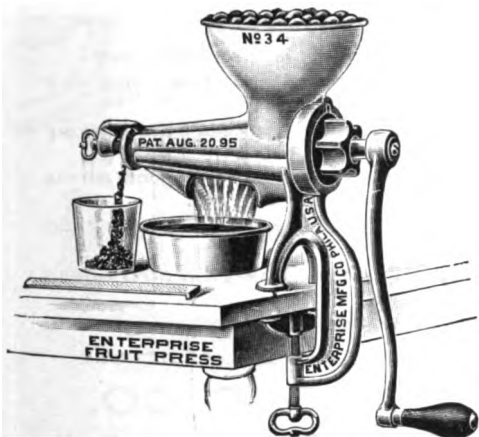
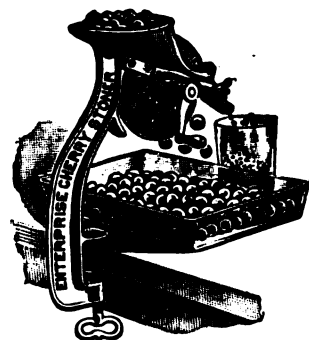
We keep it up-to-date for your benefit.

**Write --- wire or telephone us.**



Don't wait for people to ask you  
for seasonable things before you  
order them--things that you  
ought to be showing.  
Lead the demand,  
don't follow it.

## SHOW YOUR ENTERPRISE



Just  
n o w  
show the  
Enterprise  
Fruit, Wine  
and Jelly Press  
and Enterprise  
Cherry Stoner. The  
demand will be great, and  
the dealer with the most  
"Enterprise" will capture the  
most cash. Order from jobbers.  
Write us for complete catalogue and  
advertising matter for store use.

**The Enterprise Mfg. Co. of Pa.**  
PHILADELPHIA, U. S. A.  
10 Warren St. : N. Y. City    438 Market St., San Francisco, Cal.

### Our Hobby

Is to make but one kind of  
Axle Grease — the Best —  
"Snow Flake Axle Grease."

We haven't time to lie about  
"Snow Flake Axle Grease":  
We're too busy making it—  
have been for the past twenty  
years.

Nor will "Snow Flake" give  
us the lie. Every can of it  
has backed up our guarantee.  
Every can has given lasting  
satisfaction and multiplied  
customers.

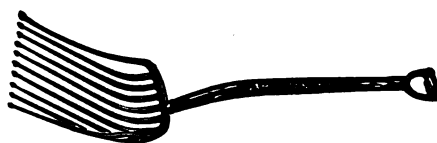
Try a sample order and see.

**SNOW FLAKE AXLE GREASE CO.**  
Fitchburg, Mass.

### Snow Flake

### "TRUE TEMPER"

**Good as Wheat  
Staple as 3-Tine Forks**



(FARM SCOOP FORK.)

A better seller, because it's compara-  
tively new, and moreover,---it's strongly  
advertised to farmers---they want it.

**Easy Seller--**

**Good Profit**

**For**

**You**

AM.  
FORK  
& HOE CO.  
CLEVELAND, O.

I want price on.....  
doz. Scoop Forks.

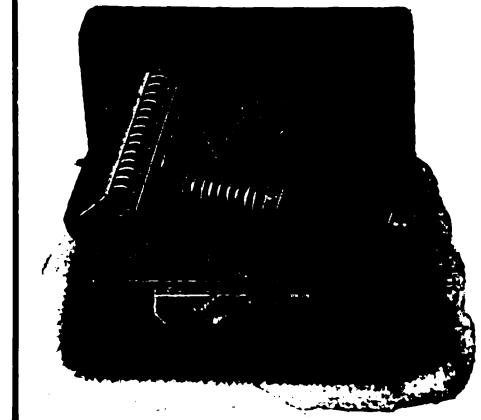
Name.....

Address.....



# The BEST RAZOR Ever Made.

Complete with  
12 BLADES only \$3.00  
WOODS SAFETY MULTIBLADE



The BEST Razor for the dealer because he sells more than he can of any other.

Why it's the BEST for you to handle.

- BEST in price. More men will pay \$3.00 than \$5.00 for a safety razor.
- BEST because *simplest*. No complicated mechanism. *You can't nick the edge when setting blade.*
- BEST because *easiest to use*. Nothing to learn. *You can't help shaving right the first time.*
- BEST because it *shaves best*. Coiled spring guard gives diagonal stroke every time without trying---the *real barber's stroke*.
- BEST because *shaves cleanest*, leaves no *ragged edges*. *Reaches and shaves clean every spot of surface.*
- BEST material. Blades made of Imported *Sheffield Surgical Steel*---*hand made, ground and tested.*
- BEST for you to sell, because every man wants one as soon as he sees it.

LIBERAL TRADE DISCOUNTS. SEND FOR BOOKLET AND DETAILS.

**PERFECTION RAZOR CO.**

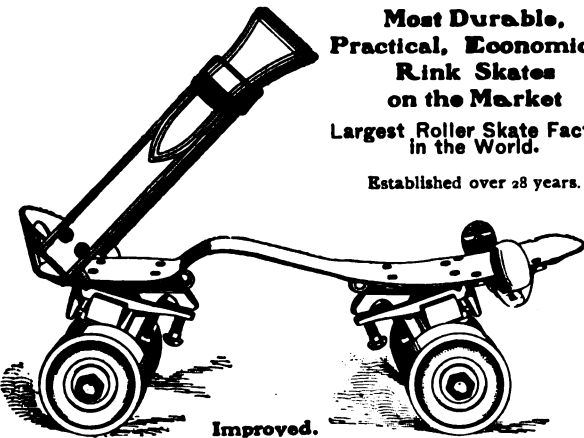
752-760 LEXINGTON AVE., BROOKLYN, N. Y.



## M. C. Henley's Roller Skates

Most Durable,  
Practical, Economical  
Rink Skates  
on the Market  
Largest Roller Skate Factory  
in the World.

Established over 28 years.



"The Easiest and Lightest Running Skate on Earth."  
Used in All Principal Rinks.

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction---one of the most desirable features being the light weight of these Ball Bearing Skates. Full nicked or bronze finish.

**Ball Bearing Noiseless Club Skate.**

**STEEL OR BOXWOOD WHEELS.**

**POLO**---Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

**M. C. HENLEY, Richmond, Ind.**



## At the Head

Of all Axle Grease is the Frazer---the Old Reliable. It has greased all kinds and conditions of Axles for

## Half A Century

with uniform satisfaction to both dealer and user.

Don't make the mistake of ordering cheap stuff---the Best---Frazer---is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

**Frazer Axle Grease**



# YOU CAN PIN YOUR FAITH

with Safety to the  
**"WISE BUYERS' LINE"**  
 MADE BY FORSYTH, OF BUFFALO

## Quick - Selling Specialties

for Hardware Dealers—Goods that are High Grade in Design, Quality and Finish.

And about the Finish—we make it a special point to finish our Goods **BY HAND**, eradicating every blemish. We are the only manufacturer doing this. **THE BEAUTIFUL FINISH** of our Goods cannot be obtained by machine work alone.

**THE FORSYTH LINE** comprises those articles which are always in demand in the household.

**BATH ROOM ACCESSORIES  
 WARDROBE HANGERS  
 MOULDING HOOKS  
 CLEAVERS  
 MINCING KNIVES  
 METAL RULES AND SQUARES**

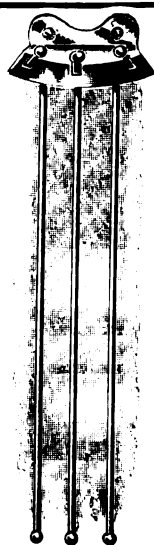
Nickel-plated screws, buffed bright, with all Bath Room Accessories and other Specialties where screws are required.

**TIE UP TO THE "WISE BUYERS' LINE."**

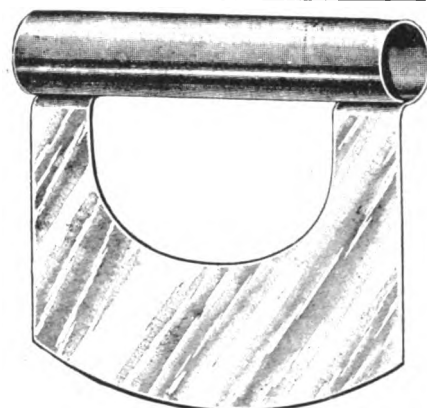
The advantage will be mutual.  
 Carried by over 2,000 Dealers.  
 Catalog and Prices upon request.

**FORSYTH MFG. CO.**  
**BUFFALO, N. Y.**

Western Representative:  
 J. J. COMSTOCK, 40 Dearborn St., Chicago, Ill.



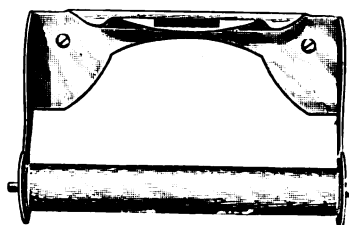
Three Arm Towel Bar, for Bath Room.



Mincing Knife.



Cleaver for Household Use.



Toilet Paper Holder, combining Cigar Receptacle and Match Scratch.



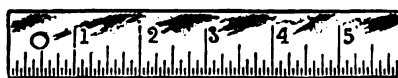
"The Orient" Moulding Hook.



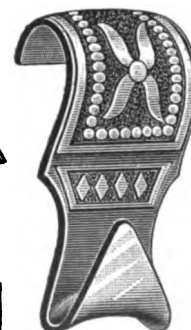
Wall Sponge Bracket.



12 Inch Desk Rule, Nickel Plated.



6 Inch Scale, Nickel Plated.



"The Beauty" Moulding Hook.





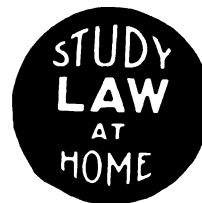
## Give Your Customers "THE HORSE"

This is an attractive 32-page booklet containing authoritative information on the care of the horse in and out of the stable. All of your customers interested in horses will want a copy.

We will give you free copies with orders for Dixon's Graphite Axle Grease—number of copies depends upon quantity of grease ordered.

Write for a sample copy of "The Horse" by number 54-1.

Joseph Dixon Crucible Co.  
Jersey City, N. J.



Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free. **Sprague Correspondence School of Law,** 728 Majestic Bldg., Detroit, Mich.

*You take no risk on the quality.  
We make only the best.*



**Sand Papers** { **Flint Paper**  
**Papers** { **Garnet Paper**  
IN { **Emery Paper**  
**Reams and Rolls** { **Emery Cloth**

HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

**BAEDER, ADAMSON & CO.**

730 Market Street, Philadelphia  
67 Beekman Street, New York  
143 Milk Street, Boston  
182 Lake Street, Chicago



## "AMERICAN" TWIN FREEZER

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer.

Something Entirely New  
Never Done Before



"LIGHTNING"

"GEM"

"BLIZZARD"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or deserts with little bother and less work.

**NORTH BROS. MFG. CO., PHILADELPHIA.**

New York Agents, John H. Graham & Co., 113 Chambers St.

ESTABLISHED 1836.

## ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

### A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,  
JOSEPH GILLOTT & SONS,  
L. HUGONOT TISSOT,  
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,  
THE IMPERIAL ENAMEL CO.,  
WEBSTER & HORSFALL,  
W. K. & C. PEACE,  
EDWARD GEM & CO.,

Best Cutlery in the World.  
Best Steel Pens in the World.  
Best Pliers, Nippers, &c., in the World.  
Best Sheep Shears in the World.  
Best Enamelled Signs in the World.  
Best Steel Wire in the World.  
Best Lawn Scythes and Grass Hooks.  
Hedge and Garden Shears.

## WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS,  
CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.



## Carriage Requisites

FRANK MILLER'S

CARRIAGE TOP  
DRESSING

Gives an Elastic, Durable Water-proof Gloss, and is positively safe to use on the finest stock.



FRANK MILLER'S

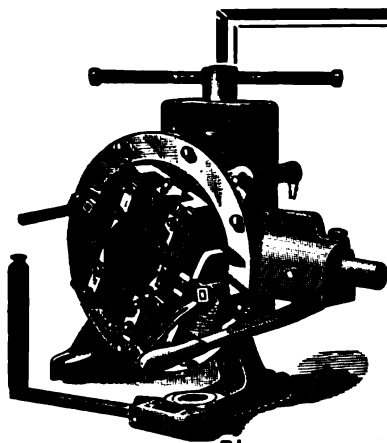
AXLE  
OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

**THE FRANK MILLER CO.,**  
349 & 351 WEST 26TH STREET,  
NEW YORK.





## YOU CAN TAKE THE MACHINE TO THE WORK

and save almost any amount of time over cutting and threading pipe by hand with a cutter and stock.

Armstrong's Pipe Cutting and Threading Machines are light, strong, compact and portable in all sizes up to 4".

Interesting and complete catalogue free.

**THE ARMSTRONG MFG. CO.**  
Bridgeport, Conn.

Chicago Office: 23 South Water Street



... THE ...

## WHITE ROSE

IS WITHOUT A COMPETITOR

It is actually **BALL BEARING**  
and has proved the most phenom-  
enal seller ever placed  
upon the market.

Write Today for

**EXCLUSIVE AGENCY**

**WHITE LILY WASHER CO.**  
Toledo, O. Davenport, Ia.



**SECURE**  
PROTECTION AND LONG  
SERVICE BY USING OUR  
**ASPHALT ROOFING**  
SAVES REPAIRS  
SAVES RECOATING  
SAVES RENEWING  
Send for Samples and Pamphlet  
**STOWELL MFG. CO.**  
JERSEY CITY, N.J.

**25¢**

## Buy a Life Saving DAVIS SANITARY FOUNT

Clean, fresh water is **LIFE** to young chicks. Davis' fountains insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.

Price 25c each, \$2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.

Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.

**The Keyes-Davis Co.**  
(Limited)  
Manufacturers  
530 Hanover St.  
Battle Creek, Mich.



**FENCING, JAIL CELLS, LAWN  
SEATS, ORNAMENTAL IRON WORK**  
**OHIO STRUCTURAL IRON CO.** 8 Warren Street  
Sandusky, Ohio

# We Defy

# Competition



## SNOW WHITE

### ROLLER GEARING ROTARY WASHER

It is so practical—so durable—so superior in every respect and such a good seller that the hardware man not handling it is blind to his own interests.

Its name is the best guarantee of doing snowy-white washing—the name of its makers leaves no room for doubt that rugged old honesty is wrought into every part of the machine.

Send for Circular  
and Prices

Because we are the largest manufacturers of Family Washing Machines in the world. We make fifteen different styles and sell them at prices within the reach of any purse, leaving a good profit to the dealers. "Seeing is believing." Send for particulars.

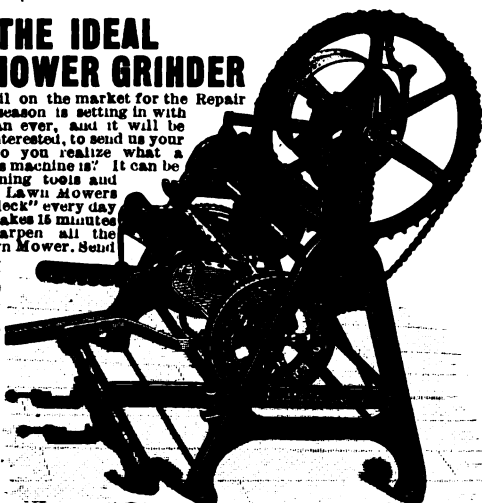
**H. F. Brammer Mfg. Co., Davenport, Iowa**



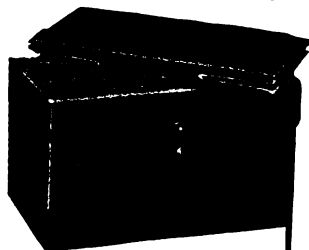
### THE IDEAL LAWN MOWER GRINDER

The best utensil on the market for the Repair Man. Our busy season is setting in with greater force than ever, and it will be well, if you are interested, to send us your order NOW. Do you realize what a money-maker this machine is? It can be used for sharpening tools and skates as well as Lawn Mowers and is thus "on deck" every day in the year. It takes 15 minutes to perfectly sharpen all the blades of any Lawn Mower. Send for further information. In many instances the machine has paid for itself within a week. A Texas man ground 127 mowers last season at \$1 each.

ROOT BROS.  
CO.  
Plymouth, O.



The  
"IDEAL"  
Folding  
Lunch Box



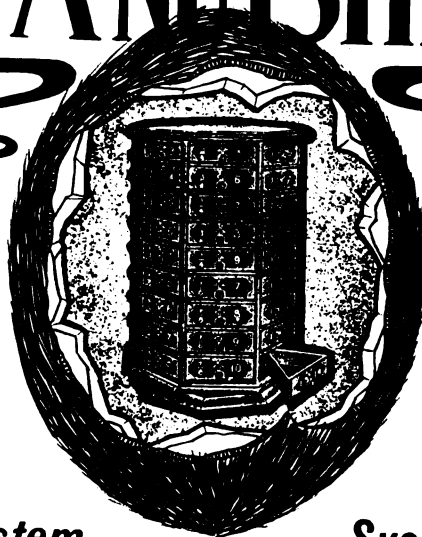
Insect--Dust--Water Proof  
Fits any pocket---fit for any lunch.

Two Grades: 25c. and 10c.  
2 sizes: 8x5x4 $\frac{3}{4}$  and 7 $\frac{1}{2}$ x4 $\frac{1}{4}$ x4 $\frac{1}{2}$

Send for free samples and prices; window cards furnished.

Rochester Lunch Box Mfg. Co.,  
Rochester, N. Y.

## IN A NUTSHELL



System

System

*Is the foundation of PROFIT*

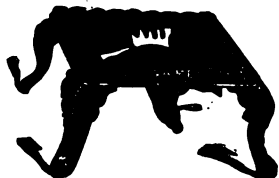
There is no system in a promiscuous scattering of Bolts, Screws, Tacks and Fine Tools over the shelves. But there is lots of system in the

### AMERICAN REVOLVING BOLT AND SCREW CASE

Saves shelf room, time and money, and makes all stock contained therein INSTANTLY AVAILABLE. We manufacture sixteen sizes, in any kind of wood and style of finish desired. Sold by all Wholesale Hardware Dealers.

SEND FOR DESCRIPTIVE BOOKLET.

The American Bolt & Screw Case Co.  
DAYTON, OHIO, U. S. A.

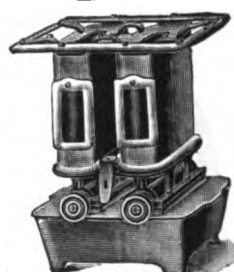
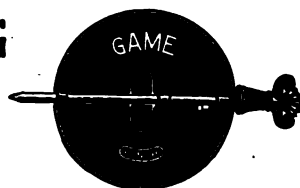
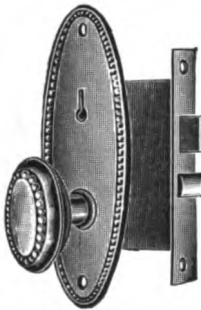


### MOST PROFITABLE AND QUICK SELLING

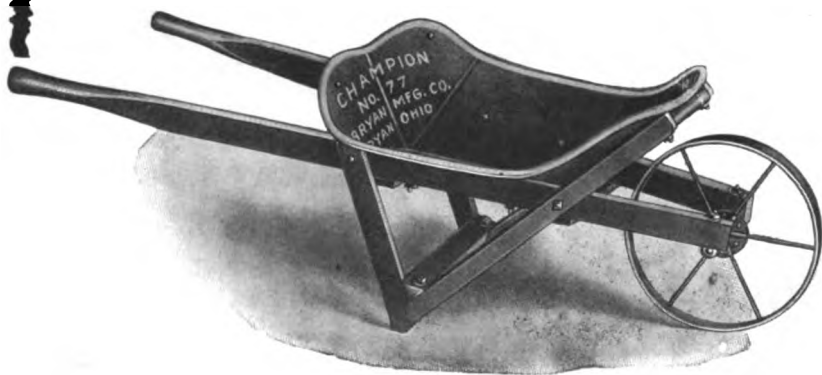
Is our line of Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes and Hardware Specialties.

Have you our Catalog?  
Send for it at once.

THE  
TAYLOR & BOGGIS  
FOUNDRY CO.  
CLEVELAND, OHIO.



To be strong and durable the foundation must be solid. That's why MALLEABLE SHOD Barrows stand the test. Do you sell them? If not, why?

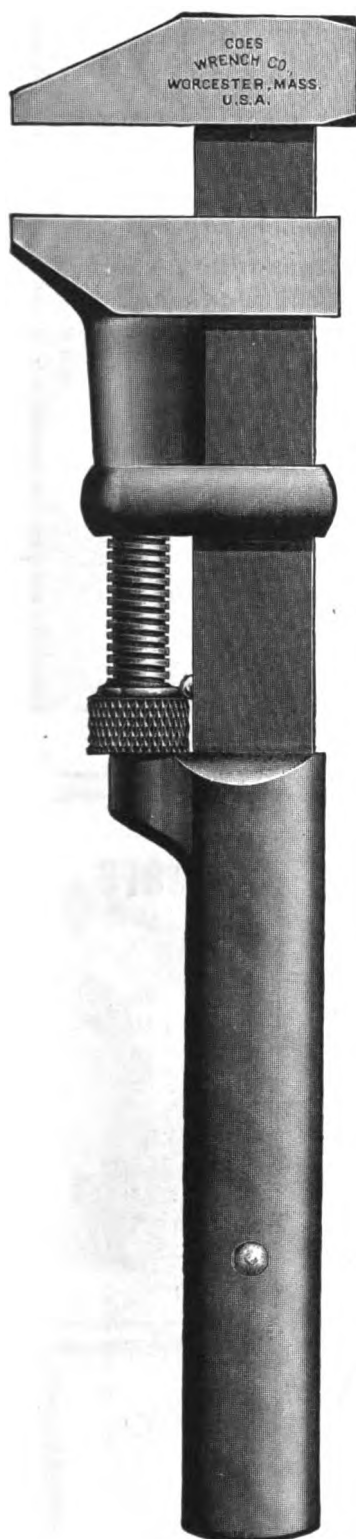


Ask us for a catalogue.

THE BRYAN MFG. CO.  
BRYAN, OHIO, U. S. A.



# 30 Per Cent



More endurance, in actual service, under the most exacting conditions, puts the Coes Family of Wrenches at the head of the list of screw wrenches.

Search the world over--you will not find their equal anywhere.

## Coes' Wrenches

Have achieved fame as sellers, simply because the oldest mechanics in the land have used them for years in preference to any other---and they recommend them to their friends.

The question remains: How many do you need? Write your Jobber to-day to avoid delay in shipping.

**Coos Wronch Co., Worcostor, Mass.**

**AGENTS, J. C. McCarty & Co. and John H. Graham & Co., New York.**





Where do you keep  
**YOUR money?**

Why not invest a part of it in

**KALAMAZOO  
SUPERIOR  
QUALITY**

**LAWN FURNITURE**

and be able to supply the demand we are creating for you with our big campaign of magazine advertising which starts this month?

**Then there will be MONEY  
in YOUR stocking.**

Our Furniture **SELLS ITSELF** on account of its **UNUSUAL** and **EXCEEDINGLY ATTRACTIVE QUALITY** and **DESIGN**

We offer a large variety, over 50 designs, including Swings, Bent Wood Furniture, Folding and Reclining Chairs, Rockers, Settees, Hammock Stands and other furniture novelties for lawn, porch, camp, beach, steamer or invalid. **Every piece guaranteed to give satisfaction or no sale.** Every one can be suited both as to quality and cost. Send for Catalogue No. 9, showing illustrations in natural colors.



**KALAMAZOO SLED CO., 320 Third St., Kalamazoo, Mich.**

HARDWARE

Largest Manufacturers of Children's Sleds in the World. Send for Catalogue No. 14, showing over 100 designs of Children's Sleds, Sleighs and Cutters.

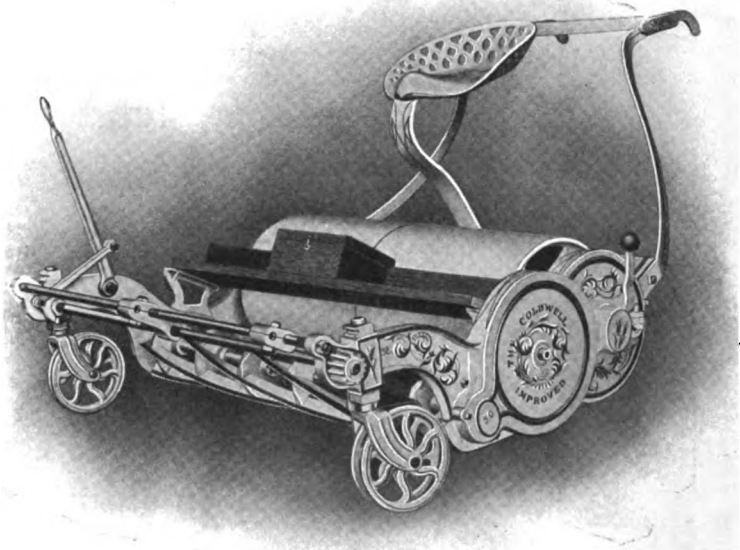


## Goldwell's Improved Horse Power Lawn Mowers

Are just the thing for expansive lawns — a n y - where.

They are made in Coldwell fashion—strong, durable, easy running and easy selling.

You should have our catalog. It describes our entire line of hand, horse and motor power mowers.



Are used exclusively by U. S. Government and in the Parks of Greater New York, Buffalo, Detroit and other large cities

**COLDWELL LAWN MOWER CO., Newburgh, N. Y.**

Please mention **HARDWARE** when writing to advertisers.



## Pruning Shears

### NEW FEATURES:

LOCK NUT  
SEAMLESS FERRULES  
NOTCHED HOOK

(Patented Dec. 31, 1901. Dec. 8, 1903.)

The Cronk &  
Carrier Mfg. Co.  
Elmira, N. Y.

Garden Rakes

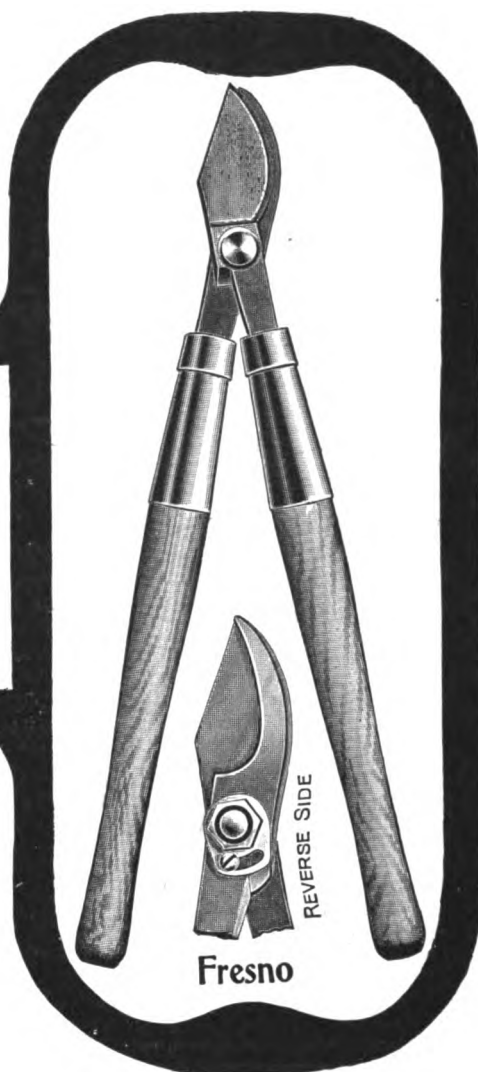
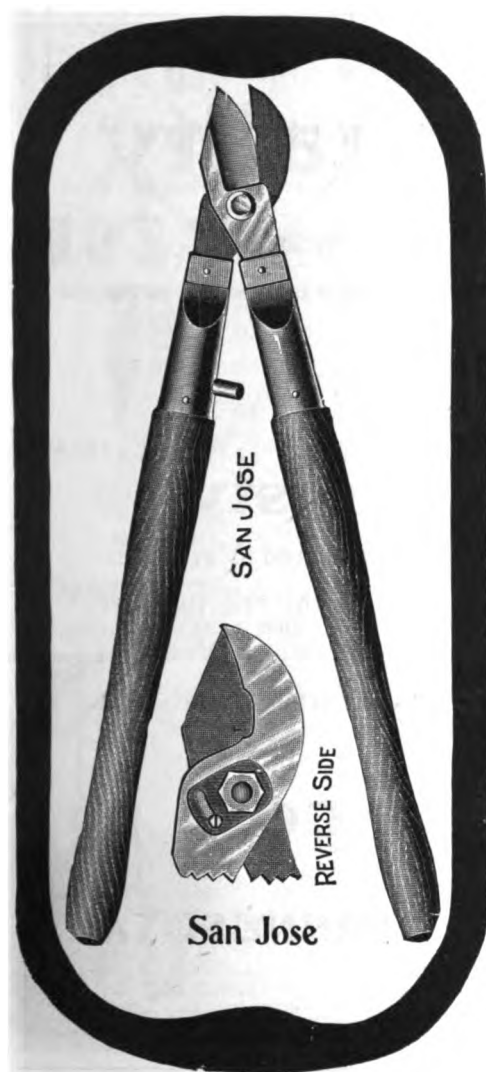
Garden Mattocks

Garden Hoes

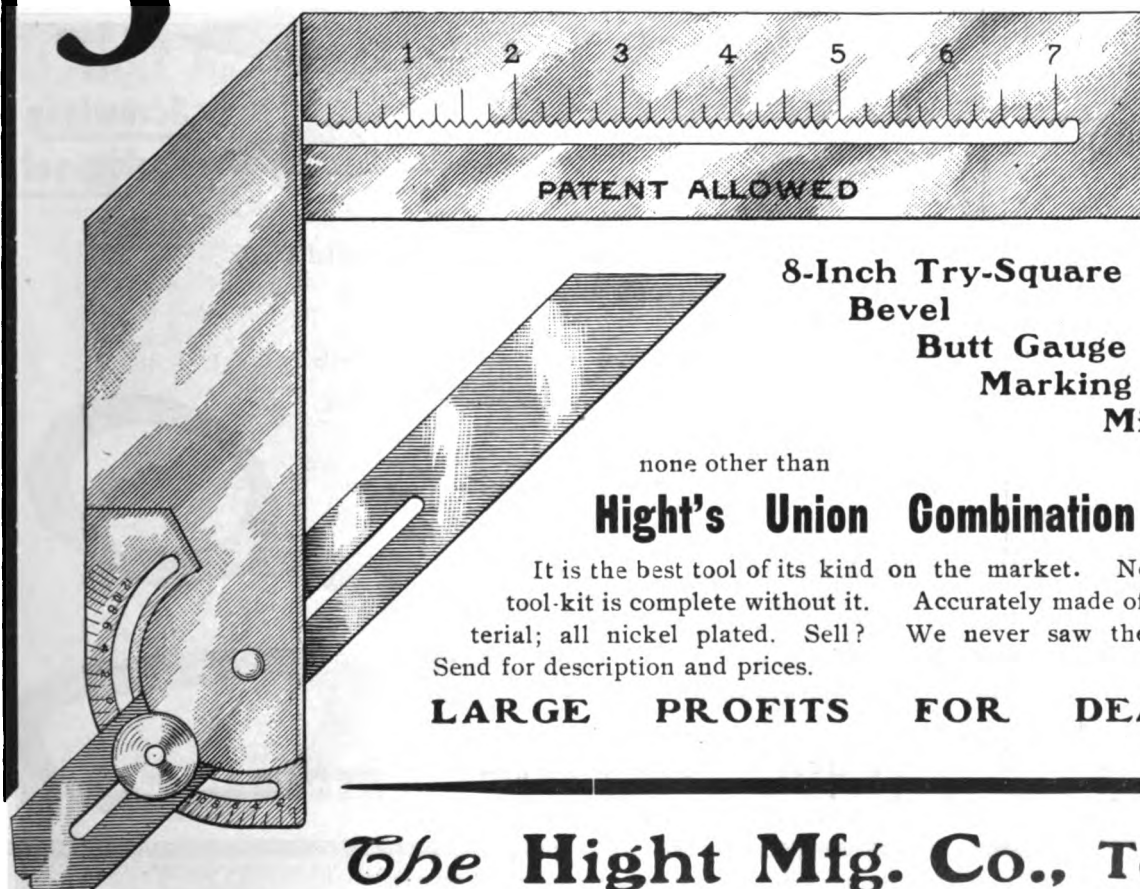
Write for

1906

Catalogue.



# 5 Tools In One



8-Inch Try-Square  
Bevel

Butt Gauge  
Marking Gauge  
Mitre---

none other than

## Hight's Union Combination Square

It is the best tool of its kind on the market. No mechanic's tool-kit is complete without it. Accurately made of the best material; all nickel plated. Sell? We never saw the beat of it. Send for description and prices.

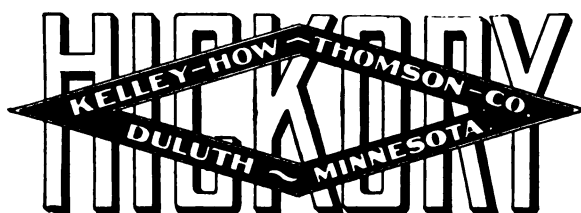
**LARGE PROFITS FOR DEALERS.**

The Hight Mfg. Co., Toledo, O.

Please mention **HARDWARE** when writing to advertisers.



# The Mark of Quality



## A Reputation for Honesty

is gained by the dealer who handles ~~HICKORY~~ High Grade Paints and Varnishes. He can recommend them with absolute certainty as the best paints for the purpose and have no fear that his customers will complain of unfair treatment. Years of experimenting have produced in ~~HICKORY~~ High Grade Paints an article that cannot be excelled in any particular.

**KELLEY-HOW-THOMSON CO.**

**WHOLESALE HARDWARE**

**DULUTH**

**MINNESOTA**



**Thoro's a Scrow Loose** in the Shear You Are Using

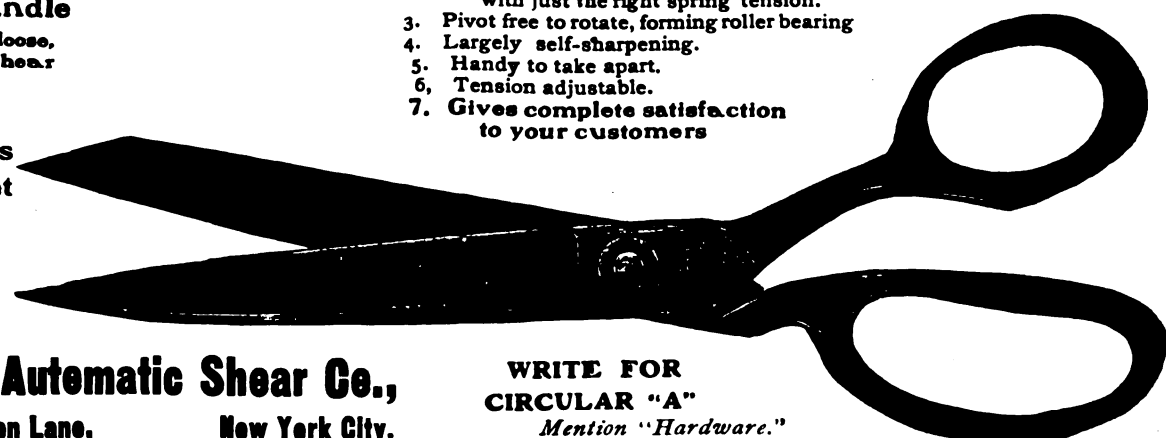
**UNLESS**  
You Have  
the  
**Screwless**  
**Spring-set**  
**Shear**

**THAT** Is the Shear You Should Buy  
and the Shear You Should Sell

**Which Kind do YOU Handle**  
The Screw-loose,  
Screw-set Shear  
or the..  
Screwless  
Spring-set  
Shear  
**?**

**Because:**

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customers



**Davies Automatic Shear Co.,**  
41-43 Malden Lane,  
New York City.

WRITE FOR  
CIRCULAR "A"  
*Mention "Hardware."*

Please mention **HARDWARE** when writing to advertisers.





## GET BUSY

That is the one secret of success in the Hardware trade.  
The rapid sales and quick turning over of capital that

### A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

**THE CRYSTAL COFFEE MILL**  
with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

#### THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

Write for Our Latest Catalog

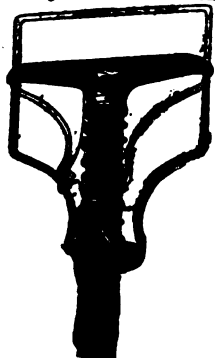
**ARCADE MANUFACTURING CO.**

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



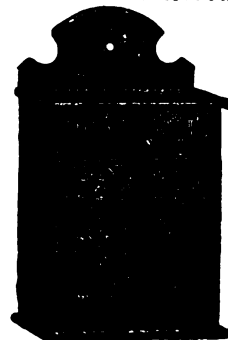
The Crystal Coffee Mill



The Gem Mop Head.



The Jewel Coffee Mill



The Right Space Spice Cabinet

# AD-EL-ITE

TRADE MARK  
REGISTERED

**PAINT and VARNISH REMOVER**

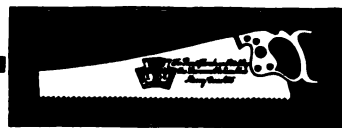
**AND ONE-COAT DULL FINISH**

Did you ever stop to think that your competitor with our Paint Specialties—you without—means a wide difference in efficiency, that will show up strong in competitive work, for quality?

Our **Paint and Varnish Remover** is a Wonder Worker. The best preparation for its purpose on the market. A vital factor in a painter's economy and progress. Our finishes are a genuine product for genuine service, a beautiful finish in one coat.

Send for free Samples. They will prove it.

STA. 3 *Adams & Eltinge Co.* CHICAGO



If earnestness of purpose, coupled with skill, experience and modern facilities COUNT—

Then the **Disston Brand** of **Saws** will continue as the **STANDARD** by which the merits of all other saws are judged.

**HENRY DISSTON & SONS, Inc.,**  
PHILADELPHIA, PA.



## The Smith & Egge Mfg. Co.

### BRIDGEPORT, CONN.

Manufacturers of . . .

### Sash Chains

"Giant," "Red Metal"  
Cable and Jack  
Chains . .

*Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.*

No. 4Q

New York Agent: J. J. Halpin, 62 Reade Street.  
Philadelphia Agent: W. E. Trull, 514 Commerce Street.  
Chicago Agent: H. H. Munger, 142 Lake Street.  
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.  
San Francisco Agent: S. V. Armstrong, Monadnock Bldg.

## THIS CAN

HAS A  
CLOCK SPRING  
STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swodoh" Stool,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

**THE AMERICAN TUBE & STAMPING CO.,**

SUCCESSORS TO  
The Wilmot & Hobbs Mfg. Co.,  
BRIDGEPORT,  
CONN.



## CENTER PUNCH

No. 18-A

### AUTOMATIC ADJUSTABLE - STROKE

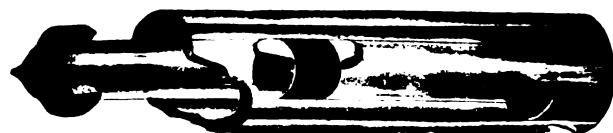
No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

**The L. S. Starrett Co.**  
Athol, Mass., U. S. A.



### Unbreakable Glasses

Carried on elastic bearings and enclosed in a heavy glass tube, specially made for us, make

### AKRON ECLIPSE LEVELS

### THE BEST

For all classes of mechanics. Akron levels are light in weight, of right length, have other advantages over other kinds, and are

**LOW IN PRICE**

Get our Catalog Prices and see for yourself

**The Baker, McMillen Co.**  
AKRON, OHIO



Please mention HARDWARE when writing to advertisers.



# HARDWARE

Clinton Wire Cloth Co., Clinton, Mass., have moved their New York office to Smith, Gray & Co.'s building, Broadway and Warren Street. No stock will be carried in New York, as prompt shipments are made from the factory.

Thomas P. Walls and Charles J. Bray, who were formerly members of the firm of Armstrong, Walls & Co., 82 Centre Street, New York, have associated themselves with the Neal & Brinker Co., 18 Warren Street.

The Phillips Pressed Steel Pulley Works, Philadelphia, Pa., manufacturers of the Phillips Pressed Steel Pulley, have appointed the Neal & Brinker Co., 18 Warren Street, their New York agents.

The Chapin-Stevens Co., manufacturers of Rules, Planes, Levels, Gauges, etc., at Pine Meadow, Conn., have removed their New York office from the Franklin Building to 126 Chambers Street, where they have much more room, and where the management will continue to be under John E. Humason.

The Hoffman-Corr Mfg. Co. have removed their New York office and salesroom from 107 Duane Street to 55-57 White Street. Their new quarters afford them better facilities for conducting their business, which is Twines, Hammocks, Nets, etc.

The Navy Department have called for bids, to be opened May 14, for a large quantity of Hardware and Metals. Included among the requirements are: Bolts, Nuts, Wood and Machine Screws, Wire Rope, Brass Spring Wire, Tin Plates, etc., etc.

Patterson, Gottfried & Hunter, Ltd., 146-150 Centre Street, New York, would be pleased to receive catalogues from manufacturers of Machinery, Metals, Hardware, Tools and Supplies. In fact, they would like to have two copies of each catalogue sent, of the manufacturers' complete line, with best prices, as they are revising their catalogue files.

The Nelson & Morrison Mfg. Co., formerly of Boulder, Colo., have removed their plant to 908 South Washington Street, Peoria, Ill. The company state that this year's volume of business with Snap Hose Couplings has increased to such an extent that it was no longer possible to handle the business from Boulder, and accordingly the headquarters of the company have been moved to Peoria, where the Snaps are manufactured.

## PRIZE CONTEST FOR ADVERTISING FISHING TACKLE.

To stimulate the retail dealer to advertise Fishing Tackle, realizing how important it is that this, one of the best paying and most profitable lines in his store, should have adequate publicity to reap its natural results, the Clark-Horrocks Co., Utica, N. Y., will give three prizes, first, second and third, to those dealers who will use their cuts or trade-mark in their fishing tackle advertising to superior advantage. This is an offer unusually advantageous, and progressive dealers should profit by it. The cuts available for use in this contest will be loaned freely to any dealer who desires them, and as much advertising is done at this time of the year by the enterprising dealer who handles this profitable line, the opportunity is afforded them of doing it with economy in the expense of cuts. An illustrated circular containing the necessary information pertaining to the above offer will be mailed free to dealers. The contest closes on the first of July, so those who have a desire to compete for these prizes should correspond with the Clark-Horrocks Co. without further delay.

## DEATH OF WILLIAM J. JOHNSTON.

William J. Johnston, publisher of the *American Exporter*, died suddenly on April 28 at his home in New York, from cerebral hemorrhage. He was born in Ireland, coming to America in early youth. Mr. Johnston had a long experience in trade journalism, publishing the *Electrical World* for a quarter of a cen-

tury, and a considerable period with the *Engineering and Mining Journal*. His son, Edwin C. Johnston, is connected with the *American Exporter* as business manager.

## PENNSYLVANIA AND GREAT AMERICAN LAWN MOWERS.

Supplee Hardware Co., Philadelphia, Pa., are in receipt of the following letter from their agents in Christchurch, New Zealand, showing by the gratifying report of the Secretary of the Exposition Company the admirable encomiums showered on the Pennsylvania and Great American Mowers, which extend even to the antipodes. These mowers have been in constant use on the exhibition lawns, and have given every satisfaction, the light draft and excellent cutting qualities calling forth the golden opinions of those who pride themselves on the velvety appearance of the exhibition lawns.

MARCH 28, 1907.

MESSRS. MASON, STRUTHERS & Co., LTD.,  
CHRISTCHURCH,

*Agents for Supplee Hardware Co., Philadelphia.*

DEAR SIR:—I have to acknowledge receipt of yours of even date, asking for a report on the Great American Ball Bearing and Pennsylvania Lawn Mowers, which have been in constant use on the exhibition lawns, and in reply would state that these machines have given every satisfaction.

The Great American Ball Bearing Mowers have been in regular use since the lawns were first formed, and have fully upheld the statement made respecting their light draught and excellent cutting qualities. The lawns have excited general admiration and been one of the features of the exhibition, and their velvety appearance speaks volumes for the good work that these machines are capable of doing.

The Pennsylvania Horse Mower has been in regular work on the exhibition sports grounds, and the excellence of the track and grounds, when the athletic gatherings have been held, has been particularly noted by the patrons of such meetings.

Yours faithfully,

E. RIGHTON, *Secretary.*

## HAIR LINES ON BANK NOTES.

One of the largest bank note companies in this country, which makes for the government many of the national bank notes in circulation, engraving and printing them up to a certain point, when they are sent to the government for final printing with the government seal, before the bills are turned over to the banks to be circulated, will have a large exhibit of its work at the coming Advertising Show, the next attraction at Madison Square Garden, New York, on May 16, following the closing there of the Buffalo Bill Wild West. Paper money made for foreign countries will also be a part of this exhibit. Sightseers will be most interested, however, in watching the engravers at work with the intricate machinery that executes all the finer engraved points on national currency and which makes counterfeiting difficult. A little instrument more delicate and intricate than are the works in the finest watch, and is handled with the utmost care, will be in operation. This is the instrument that engraves the hair lines prominent in every bank bill. Some of these lines are so delicate that they can hardly be detected with the naked eye.

Another exhibit of unusual interest will be a machine that automatically gives a scientific reading of local brain functions from the bumps on a person's head. It is phrenology by machinery. In appearance the machine is not unlike the contrivances used in hat stores for obtaining the correct shape of a man's head; when adjusted, projecting arms extend to every bump on the head. These arms are attached to a printing machine which automatically prints the "reading" which is handed to the subject. The machine is absolutely correct in determining the characteristics of the person under consideration, even more so than are the readings furnished by professional phrenologists. This new invention will be seen at the Advertising Show for the first time in the East. In Chicago it attracted much attention where it was shown last Fall.



# HARDWARE

DEVOTED TO THE  
AMERICAN HARDWARE TRADE

Published on the 10th and 25th of each month by  
**HARDWARE PUBLISHING COMPANY**  
415 Produce Exchange, New York

SUBSCRIPTION \$1.00 PER YEAR      TO FOREIGN COUNTRIES \$2.50  
TEN CENTS A COPY  
ADVERTISING RATES ON APPLICATION

VOL. XXXV

MAY 10, 1907

No. 3

## EDITORIAL TRADE REVIEW.

Notwithstanding that in some lines manufacturers are catching up with their orders, still the goods are delayed in transit by the shortage in cars to an extent that makes it fully as bad. The demand is so regular and steady that it seems to be fairly certain this will prove a season both satisfactory and profitable to all concerned. Manufacturers are pushing their end of the business with all the zeal of which they are capable, so that an energy is imparted to the transactions that proves their ability to get balanced up on their orders in ample season if peace and prosperity is to be continued throughout the year.

The prices are in a fair way to become settled for the future without any more advances of moment. The lateness of the Spring, and the fact that the retailers have not been pressed beyond their ability to supply the wants of the community in which they live, would have the natural effect upon the taking advantage of any conditions to interfere with their success. There is but little doubt of a profitable outcome from present conditions, for the season has been one in which getting the goods has been the one object in view, with but very little haggling about prices and terms, which has made those who are waiting for the filling of any old orders, a number of which are still looked forward to, fear the manufacturers have yielded to the temptation of filling recent orders, on account of the better profit they would yield.

The reports on the future crops of the country are looked forward to in abundance of hope, as it is from signs like these, those who closely follow conditions draw their inspiration for a prosperous continuance of the country. There is no room for the pessimist to throw doubts upon the future, with the arrival, by tens of thousands daily, of our future citizens, full of hopeful vigor and with stout hearts, and who are being distributed throughout the South and West in solid phalanxes, creating demands for goods which will affect the business of the future. In the efforts which the South is now making to get a better class of labor into that country, should they continue to get Italian workers as good as those they have already started with in some sections, it will greatly improve the plantation labor with which it will compete.

The snowstorms prevailing throughout some States have retarded seeding to a considerable extent, and caused the lessening of the Spring demand for seasonal goods, an opportunity which the manufacturer was willing to contemplate for the time being. The reports

of our correspondents would indicate a larger demand than last year for goods, which offer conditions for comparison.

The prosperity of the agriculturist makes possible the purchase of more labor-saving devices, not only for the farm but for the household. For a number of years back the farmer has had magnificent crops, which he has sold at record prices, and which has left him with money in the bank, which he is willing to spend on self and family. It is no longer the cheapest that will answer the purpose, but a much higher grade of goods commands his cash.

## THE ENDORSING HABIT.

There are few if any business customs sanctioned by law and usage so utterly hostile to the very foundations of business principle as the endorsing habit. "Value received for value given" is one of the unalterable fundamentals of honest business; one that both custom and law make themselves parties in violating whenever a disinterested third party is called into the deal.

However complicated the business transaction, it resolves itself into two parties, each represented by one or more individuals, a buyer and a seller. Both are supposedly benefited in some way by the trade; "value received for value given." Each party is paid for his original possession, his work, his property, his money, in an equivalent of work, property or money at some time, past, present or future. If goods are sold, cash or its equivalent is given for them, the seller receiving as his price for making the trade a certain advance over what they cost him or are worth to him to keep his profits. The buyer receives his price or profit in the use the articles will be to him above their cost, either to barter or to keep.

If money is borrowed, the lender sells the work of his money at so much per year, the same as a livery keeper hires a horse out to a customer. The price paid in each case represents the profit. On the other hand, the borrower expects to get enough service, work, out of the money to warrant him in paying for its services. All business transactions conducted on an honest business basis only involve two parties, the buyer and the seller. Any attempt to drag in a third is rank robbery, whether it be done by the merchant in the name of friendship or by the law in the shape of bail bonds, etc.

The system is so well established that it looks like blowing in wind to controvert it; still it is a bit of commercial brigandage that ought to be so frowned upon by every honest man that all the others, including the court and lawyers, would have to drop it from their book of legal traditions.

What is the remedy? There are several in the hands of every retailer. First of all, and this is the oldest of all, too, never endorse a note or any form of commercial paper for any one. Let those of your friends whom you think worthy use you as a reference, in other words occasionally permit the loan of your own good opinion. Give all men to understand that when it comes to borrowing your money or your credit there is but one business way, that is to pay for the accommodation, same as they would pay a bank.

Another remedy, harder to accept but quite as important as the first; never permit any business man to tempt you into dragging one of your friends in as an endorser. You have no right to ask him to pay for your goods in his own credit any more than in his cash. If you must go to him, ask him to lend you the money and pay him for the accommodation, not some banker. Be honest with him, anyway, and give the interest to the man who really assumes the risk.

Last, but not least, never ask a creditor to get an endorser. Deal with him on the even exchange of values basis, or else don't deal. You have no more right to tempt him into taking something from his friends he has no right to take than you have to ask him to steal for you; no better business right, that is. The legal right is quite another thing.

No man who wishes to escape this unjust tribute levied by commercial custom and the courts upon his credit is better prepared to defy all such demands, no one else is quite so well prepared, in fact as he who can stand boldly up and say:

"I do not believe in any such dishonest, sponging system. I never have signed with any man. I never asked any man to sign with me, I never permitted any man to ask the signature of another on my account; and furthermore, I never will."



If a man comes to you and asks for credit decide the matter upon the merits of the application and the policy of your business. If you decide to give him credit, then do so; don't undertake to sneak around in some legal back alley and hold up some of the man's friends to bear the brunt of the risk. You are to receive the profit in the sale; assure the risk of it yourself or let it alone. Don't hedge. Don't play the baby. Don't ask some outsider to carry your accounts for you unless you are willing to make a real business affair of it and pay him for his loss insurance.

If a man asks you to endorse a note for him and you feel disposed to do so, don't. Lend him the money yourself and let him pay off the penurious old sponge that asked it of him. If you haven't the money to lend him it is a pretty good sign that you are not in a financial position to accommodate him. Tell him so, and end it.

If you are asked by any man to have a note or paper of your own endorsed, refuse to consider such an unjust demand with a firmness that precludes argument. State briefly your objections to it. If he is anything of a man he will see the point without much showing and will cease to press his own. If he is not, tear up the records of the transaction and inform him that there are in the world men who are not so wrapped up in the selfish customs of shark commercialism and lawyers' trickery; who are sufficiently alive to the ethics of true business principles to respect honor, and to honor "value received for value given."

#### ADVERTISING SENSE.

The successful merchants of to-day realize the value of their show windows for advertising purposes in various ways for the purpose of displaying their goods attractively, in order to induce patrons to enter their store, and once inside they expect their salesmen to do the rest. Window dressing consequently is becoming almost a fine art and a great many of the large stores employ professional window trimmers and expend thousands of dollars, each year, in their efforts to produce more attractive and enticing windows than their competitors.

Artistic trimming for their windows is considered by most of them to be more important than their newspaper advertising, especially if their store is situated on a prominent street. Their desire is to force the passer-by to pause and look in the window, intending if they do not enter and make a purchase this display will be so striking that their minds will carry away lasting impressions.

The smaller dealer cannot afford to ignore the example set by the larger man. He is not spending money on his windows for pleasure but for profit.

When advertising was first invented, a few columns in the newspapers were started and the first jokes were at the expense of the man who did not advertise. The favorite form that jest took was to have the man who did not advertise "discovered" in his store he had been in solitude in for years—and so went to explain his retirement from public view by saying "I don't advertise."

Now, there was more than a grain of truth in this joke. The man who did not advertise was lonesome, and if he still exists and still does not advertise, he is still lonesome.

There are lots of men to-day who are in many directions good business men who pay far too little attention to advertising. Yet they must have noticed that the most successful firms among those from whom they buy their goods, as well as among their own competitors, are the ones who advertise most. The only conclusion is that most of these men who do not advertise fail to because they are deficient in the knowledge of how to advertise. They do not know how far to go nor how to go far in advertising, so they get the leavings of the trade.

Such men need to wake up. We have got to keep our eyes open nowadays. We have a certain amount of fixed charges, and it is by advertising enough that business can be secured to take care of the fixed charges and yield a profit.

In giving a contract for advertising to a newspaper the wise man inquires carefully about its circulation. The same principle applies to the window dressing. A certain circulation—a certain number of people pass them every week—the window advertising should be designed in such a way that it will take complete advantage of this circulation. Goods must be exhibited, in such a way, as to interest the public. The windows are the cheapest means of publicity and often the best, and they should be intelligently handled.

The show-window is the place for any goods that you are afraid will soon become unsalable, or that may, unless closed out this season, have to be carried over until the next season. Always bear in mind the best principle to follow is to give greater

prominence in the window to the goods that you are especially anxious to get off your hands than to those that are bound to sell readily anyway.

#### LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

#### PAYMENT OF THE DOCTOR.

QUESTION: A and B were chopping trees. A was chopping at the roots; a little branch above was in his way. He chopped this partly off, so A took his hand and pulled it off, with the axe in the other hand, and as he did it he stumbled backward against B, who was standing in back of him and cut B with the axe in the leg. Both were employed by one boss and B doesn't get any pay; he works for his board and the boss expects A to pay the doctor bill. Which will have to pay the doctor?

REPLY: B cannot recover anything against his employer, because an employer is not responsible for injuries caused to a servant or employee by the negligence of his co-servants, provided he has taken reasonable care to see that they are competent. If A was careless in handling the axe and B was injured because of his carelessness, B can compel A to pay whatever loss or expense he was put to by reason of the injury. We think under these circumstances that the doctor's bill and other expenses should be paid by A.

#### RIGHT TO DISINHERIT CHILDREN.

QUESTION: Can a man who dies leaving children, but no wife, leave all his property to charitable institutions if he wishes to? Does the law require him to make any provision for his children by his will?

REPLY: On common law principles and in the absence of some express statutory prohibition, a man who is of sound mind, may will all his property away from his children without making any testamentary provision whatever for their support. In some of the States the hardship of this rule has been somewhat modified by statute. For example, the laws of New York provide: "No person having a husband, wife, child or parent shall by his or her last will and testament, devise or bequeath to any charitable corporation more than one-half of his or her estate."

#### WHEN TOWN IS NOT LIABLE.

QUESTION: A highway commissioner in a certain town in this State (New York) made a contract to buy road machines with the consent of the Town Board. He afterwards used the money appropriated for highways upon the roads without paying for the machine. Can the town be held liable to pay for it?

REPLY: It cannot. The New York statutes read: "The commissioner or commissioners of highways may, with the approval of the town board, purchase and hold for the use of the town at large, one or more road machines and pay for the same with the money appropriated and set apart for highway purposes." This statute gives the commissioner no power to impose a debt upon the town. If the commissioner had sufficient funds at the time the purchase was made, but failed to use them as he contracted, he is personally liable. But he is not the agent of the town to contract debts on its behalf, either for materials or work upon the highways. (Acme Road Co. v. Town of Bridgewater, 185 N. Y. 1).

#### GOOD PROMISE BETTER THAN BAD CHECK.

The salesman is always ready to take your order, and it's easy to buy; but paying sometimes gets to be what Sherman said war was. In paying your bills, if you do so by check, be sure there is enough money in the bank, and don't calculate that Messrs. Jones & Brown will not put your check through for a day or so, and pay another bill with what you have on deposit, hoping for good business or some fellow to pay a bill to tide you over, because it's a known fact that some of these credit men have wonderful intuitive powers, and just about that time the credit man with Jones & Brown is going to rush your check through. And then—well you figured wrong or the bank was wrong. Don't do it—if business is quiet, collections poor, or unlooked-for expenses have depleted your cash balance, tell the truth, and say that in about ten days or two weeks you will remit. Always remember that a good promise is better than a returned check marked "No Funds."



### MANUFACTURERS' MATERIALS IMPORTED, ENDING WITH MARCH, 1907.

An unusual activity among the manufacturers of the United States is indicated by the record which they are making in the importation of foreign materials for use in their industries. The figures of the Bureau of Statistics of the Department of Commerce and Labor covering three-quarters of the fiscal year which ends with next month show a more rapid growth in importation of manufacturers' materials than that of any other class of imports, and indicate that the total value of manufacturers' materials imported during the full fiscal year 1907 will exceed by far that of any earlier year. In the nine months ending with March of the present year, crude materials imported for use in manufacturing show an increase of 51 million dollars, against an increase of but 18 millions in the corresponding months of the preceding year; while the group "manufactures for further use in manufacturing" shows an increase of 44 million dollars, against an increase of but 30 millions in the corresponding months of the preceding year. During the same period food-stuffs imported show an increase of but 16 million dollars and finished manufactures an increase of but 40 millions over the corresponding months of 1906.

The group "crude materials for use in manufacturing" shows a total importation in the nine months ending with March, 1907, of 355 million dollars, against 304 millions in the corresponding months of 1906 and 285 millions in the corresponding months of 1905; and the group "manufactures for further use in manufacturing" shows in the nine months of 1907 a total importation of 204 million dollars, against 159 millions in the same months of 1906 and 129 millions in the same months of 1905.

These figures indicate that the value of materials imported for manufacturing purposes, whether crude or partially manufactured, will in the fiscal year 1907 exceed by more than 100 million dollars that of any preceding year. In the fiscal year 1906 crude materials for use in manufacturing showed a gain of but 25 million dollars and manufactures for further use in manufacturing a gain of 42 millions compared with the imports of the preceding year. In the fiscal year 1905 crude materials showed a gain of 68 million dollars and manufactures for further use in manufacturing a gain of 17 millions over the imports of the preceding year; while in 1904 crude materials showed a reduction of 10 million dollars and manufactures for further use in manufacturing a loss of 35 millions compared with 1903. In 1907 it seems probable that crude materials imported will show an increase of nearly 70 million dollars and manufactures for further use in manufacturing a gain of over 50 million dollars over those of last year.

This increase in materials for use in manufacturing occurs in nearly all articles. Cement, for example, shows in the nine months of 1907 an importation of 913 million pounds, against 272 millions in the same months of last year. Chemicals, as a whole, a large part of which are for use in manufacturing, show a total of 60 million dollars' value, against 55 millions in the nine months of 1906. Copper bars, pigs and ingots show importations aggregating 145 million pounds, against 128 millions in the corresponding months of the preceding year; cotton, chiefly Egyptian, a total of 77 million pounds, against 57 millions in the same months of last year; fibers, a total importation of 243 thousand tons, against 231 thousand tons in the same months of 1906. India rubber imported shows a total of 58 million pounds, against 43 millions in the corresponding months of the preceding year; iron ore, a total of 757 thousand tons, against 689 thousand tons in the corresponding months of the preceding year; raw silk, a little less than 14 million pounds, against a little more than 11 millions in the same months of last year; tin, a total of 75 million pounds, against 67 millions in the corresponding months of 1906; leaf tobacco, a total of 28½ million pounds, against a little less than 27 millions in the same months of last year; and lumber and other unmanufactured wood during the nine months of 1907 shows importations to the value of 24 million dollars, against 20½ millions in the same months of last year.

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That much higher prices are being paid for the manufacturers' materials and many other of the articles now imported than those of even a single year ago is apparent from a critical examination of the figures of the Bureau of Statistics, which show quantities and values of various articles imported, and the average import price per unit of quantity in March, 1907, compared with that of March, 1906. Raw silk, for example, shows in March, 1907, an average valuation of \$4.53 per pound, against \$3.25 per pound in March, 1906; clothing wool shows an average import price of 25.5 cents per pound, against 24.3 cents in March, 1906; combing wool, an average import price of 30.6 cents per pound in March, 1907, against 28.8 cents in March, 1906, and carpet wool, 14.2 cents, against 13.3 cents in March of last year.

Lumber shows an average import valuation of \$18.56 per M feet, against \$17.23 in March of last year; wood pulp, an average valuation of \$32.48 per ton, against \$29.74 in March, 1906; tin, in bars, blocks and pigs, 41.1 cents per pound, against 34.2 cents in March of last year; tin plates, 3.4 cents per pound, against 3 cents in March of the preceding year; hops, 35.6 cents per pound, against 22.7 cents in March, 1906; hides of cattle, 15.5 cents per pound, against 14.6 cents in the same month of last year; goat-skins, 32.9 cents per pound, against 30 cents in March of last year; manila hemp, \$213.71 per ton, against \$183.88 in the same month of the preceding year; raw cotton, chiefly Egyptian, 20.7 cents per pound, against 15.1 cents in the same month of last year; copper, in pigs, bars, etc., 21.9 cents per pound, against 17 cents in March of the preceding year; coal, \$2.83 per ton, against \$2.41 in the same month of last year; and leaf tobacco, for wrappers, \$1.28 per pound, against \$1.01 per pound in March, 1906.

In many articles other than manufacturers' materials the import prices also show a marked advance. Rice imported, for example, is valued at an average of 3.2 cents per pound in March, 1907, against 2.5 cents in March of the preceding year; sugar, not above No. 16 Dutch standard in color, 2.07 cents per pound, against 2.02 cents in the same month of last year; tea, 15.6 cents per pound, against 15.4 cents per pound in March, 1906; potatoes, \$1.26 per bushel, against 74.3 cents per bushel in the same month of last year; cheese, 17.2 cents per pound in March, 1906; herring, 3.8 cents per pound, against 3.5 cents per pound in March of last year, and mackerel, 6.4 cents per pound in March of the present year, against 5.5 cents per pound in the same month of last year.

### THE SMALL HARDWARE STORE.

In this day of large enterprises, of great consolidations and of large stores, the retailer who conducts only a small store may sometimes feel that there is but little future for his business. He sometimes must feel that the day of his being able to meet this keener and apparently fast increasing competition is rapidly passing—that in time the big stores with their immense stocks will ultimately drive him out of business.

The partnership of twenty-five years ago has given way to the corporation of to-day with a capital of many millions of dollars. Where a stock of Hardware of but \$10,000 was carried fifteen years ago, to-day one may find \$100,000. Little is it to be wondered at that the small Hardware dealer to-day may feel that the future has little in store for him.

#### HE KNOWS HIS CUSTOMERS.

There are some decided advantages and large opportunities for the small store, and especially the small Hardware store; and in every city and town there will always be a place for the exclusive Hardware store. The personality and coming in personal touch with his customers is one of the great, strong advantages that the proprietor of the small Hardware store has. His trade of course must be largely a personal trade and will depend for a while at any rate upon his own personality and personal efforts. This is a decided factor in favor of the small store, and is keenly appreciated by the consumer. The Hardwareman's knowledge of the business is such that the consumer is ever anxious to be waited on by him personally.

#### LOCATION OF STORE.

Generally too there is a great advantage to the small dealer in the location of his store—being a convenient one—and the very fact that customers' wants may be quickly given attention. These natural advantages should be followed up with prompt, courteous treatment, with close attention to the smallest detail. The small Hardware dealer should ever bear in mind that a pleased customer is the best advertisement—and act on that, truism.

#### PUSH PROFITABLE GOODS.

If a Hardwareman has a small store, and because of lack of room or lack of capital cannot carry a big general line, he should endeavor to build up trade as much as possible in such lines of goods as pay the largest profits. His stock should be well displayed and well shown, and no dead stock allowed to accumulate. He should constantly fight against the tendency of over buying—remembering it's far better to buy often and in small quantities. It's better to have a little bank balance than too many goods or too many or large creditors.

#### DO A CASH BUSINESS.

With a small stock or with limited capital a business very often is either a success or a failure, simply by the way credit is refused or extended. Many a Hardwareman has succeeded, and built his business up with a large and proportionately profitable enterprise; has been able to do this by doing a cash trade, while another starting with equal chances has made an entire failure, and largely because his customers ate him up with long credits and unpaid bills.

HAMMERNAIL.



## Trade Meetings

### MICHIGAN RETAIL HARDWARE ASSOCIATION.

The convention of the Michigan Retail Hardware Association will be held on Wednesday, Thursday and Friday, August 14, 15 and 16, at the Hotel Cadillac, Detroit, and it has been decided to hold the meetings only in the afternoon, beginning at 1:30 p. m., sharp. A great many of the members like to visit the exhibits shown in the rooms and corridors of the hotel, and as a matter of courtesy to the manufacturers and jobbers who are represented at the meeting it has been thought best to leave the mornings free, so that the delegates can have ample opportunity to see all the new lines of goods and visit with their friends, the traveling men, the early part of the day. In return, it has been decided to ask all exhibitors to close their rooms promptly at one o'clock, which arrangement will be mutually satisfactory to manufacturers and jobbers in attendance on the convention. A committee has been appointed to look after the details of the programme, as follows: Henry C. Weber, Detroit; J. B. Sperry, Port Huron; J. G. Patterson, Detroit; A. J. Scott, Marine City. In view of the situation which has developed at some of the previous meetings, when on account of a rush of business the election of officers has been postponed until some of the delegates had left for home, it was decided to make the election of officers a special order of business at three p. m. on Friday afternoon, the third day of the meeting.

### ARKANSAS RETAIL HARDWARE ASSOCIATION.

The annual convention of the Arkansas Retail Hardware Association will be held June 11, 12 and 13, at Little Rock. The headquarters will be the Hotel Marion, a modern, fireproof structure. A large attendance is expected, of Hardware dealers, jobbers and manufacturers. Charles E. Taylor, of Little Rock, is secretary and treasurer.

### TEXAS HARDWARE JOBBERS' ASSOCIATION.

The annual meeting of the Texas Hardware Jobbers' Association will be held in Galveston on May 17-18.

### NEW ENGLAND AND NATIONAL HARDWARE CONVENTION.

The annual convention of the New England Hardware Dealers' Association will be held jointly with the annual meeting of the National Retail Hardware Association during the week of June 17, at Boston, Mass. Secretary F. Alex. Chandler, of the New England organization, is working with an enthusiastic energy worthy of the most optimistic Westerner, and he with his associates and the officers of the National Association expect to make the occasion one of much trade interest and unquestioned individual benefit to the Hardware dealers who attend the joint sessions.

### CONVENTION OF THE RETAIL HARDWARE ASSOCIATION OF THE CAROLINAS.

The convention of the Retail Hardware Association of the Carolinas will be held in Charlotte, N. C., in July, this being the third annual meeting of the retail Hardware dealers of North and South Carolina. The entertainment programme for this meeting will consist of a reception, tendered the visitors by the citizens of Charlotte on the opening evening, at the Commercial Club, to be followed by carriage drives over city to places of interest, ending with a gun contest, with prizes for the best shots among the retail Hardware dealers, and a tournament by professionals. There will be an Exhibition Hall where all kinds of Hardware and kindred lines may be displayed. This Exhibition Hall will be open from 10 A. M. to 5 P. M., and a great opportunity will be offered to exhibitors to meet and co-operate with the retail Hardware dealers of North and South Carolina. Reduced rates on the certificate plan have been authorized on all railroads. The new Selwyn Hotel, one of the handsomest in the South, has been chosen as the official hotel. The proprietors have made a reduced rate, American plan, \$2.50 to \$3.50 per day. Charlotte is one of the liveliest and most wide-awake cities of the South. It was here that the Mecklenburg Declaration of American Independence was signed. It is the home of Mrs. "Stonewall" Jackson, wife of the great Confederate leader, and was also the home of Worth Bagley, the first officer killed in the Spanish-American War.

### NATIONAL ASSOCIATION OF MANUFACTURERS.

The National Association of Manufacturers will hold its Twelfth Annual Convention and Banquet on May 20, 21 and 22, at the Waldorf-Astoria Hotel, New York City. Parts of three days are to be devoted to the business sessions of the convention, during which addresses are to be made on some of the most important topics now before the business world, by government officials, manufacturers and others prominently identified with these subjects. The annual banquet is to be held on the evening of Wednesday, May 22. It is already evident from the list of speakers obtained for the business sessions and for the banquet, and from the very large number of members who have signified their intention to be present at the convention, that it will be by far the most brilliant and important ever held by the Association in its prosperous history.

Among the speakers at the business sessions will be:

Hon. Charles A. Prouty of the Inter-State Commerce Commission, who has promised an address on "Further Railroad Legislation."

Hon. Francis B. Loomis, formerly Assistant of State, "Some Practical Results of the Convention Reform Agitation."

Charles M. Pepper, special agent of the Department of Commerce and Labor to investigate trade conditions in foreign countries, on "Foreign Trade; How to Get it and Keep it."

Dr. Charles P. Neill, Commissioner of Labor, Department of Commerce and Labor, on "Certain Aspects of the Child Labor Problem."

Arthur D. Dean on "Trade Schools; the Manufacturer's or the Pedagogue's Sort."

Captain Henry A. Castle, late Auditor of the Treasury for the Post Office Department, on "Needed Postal Reform."

No such programme of practical business talks on important present-day problems has ever been scheduled for any former convention of the Association.

The chief speakers at the banquet will be: Hon. Oscar S. Straus, Secretary of Commerce and Labor; Senator J. P. Dooliver of Iowa, who has promised that his address shall be on "The Revolt of the Unincorporated;" Rear-Admiral Charles D. Sigsbee, the hero of the Maine, for the Navy; Major General J. Franklin Bell, chief of staff, for the Army, and Rev. Dr. Joseph Dunn Burrell, whose topic will be "The Era of Work."

### MORLEY BROTHERS' NEW CATALOGUE.

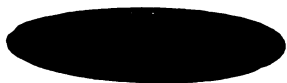
Morley Brothers, Saginaw, Mich., wholesale dealers in Saddlery, Hardware and Sporting Goods, and manufacturers of Harness and Horse Collars and Blue Line Lumbering Tools, have just issued and are now distributing to the trade the fifth edition of their general Hardware catalogue, covering the above important lines of goods. This catalogue is considered the most complete they have ever published. It is a large, cloth-bound book, 11½x11x3 inches, containing 1,420 pages, and is printed on a good quality of paper, a good deal of care having been given to have all the cuts represent clearly the goods illustrated. It is provided with an index extremely well gotten up, of 30 pages, which is a very important feature of a catalogue of this size. In connection with it, they have issued a discount sheet for everything shown in the catalogue, and this is considered a great convenience to any merchant. Frequently the merchant has calls for goods that he doesn't carry in stock and without having an idea of the price is unable to sell them. This catalogue is gotten up with the idea of facilitating this special feature. The catalogue weighs about six pounds, and as the expense of sending several thousand of them to the trade would be very considerable, they will be pleased to include one without expense to the dealer with the first shipment of new goods.

Morley Brothers have been established in Saginaw for forty-four years, occupying 220,000 square feet of floor space. They own and operate a complete harness factory, collar factory, saddle factory and lumbering tool factory, besides a factory for the Morley Easy-Rolling Shelf Ladder, a machine shop and pipe-cutting department, in which a tin shop, as well, is included. In all these lines they feel confident they are able to sell goods to advantage in any part of the United States. Their general wholesale stock comprises Hardware, House-furnishing Goods, Saddlery Hardware, Cutlery, Silverware, Bicycles and Sundries, Guns, Ammunition, Fishing Tackle and Sporting Goods. They claim to have the largest and most complete stock in that section of the country. Their warehouses are located on the railroad tracks and they are able to handle all heavy goods very cheaply. Among the points they call attention to is that they ship promptly all orders received each day, and on this basis earnestly solicit a trial order.

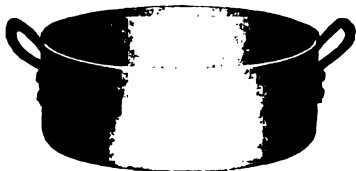


**ALUMINUM HOTEL WARE.**

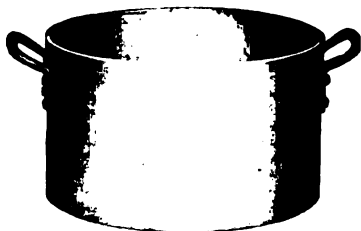
If the old statement is true, that competition is the life of trade, then there is something doing, for copper cooking vessels have surely found a competitor and a live one at that. Hotel and restaurant men will be glad to know that there are cooking utensils made especially for their use from that remarkable metal, Aluminum, clean and pure, and sufficiently thick and strong to withstand the roughest kind of use.



Nothing could appeal more strongly to the practical and experienced hotel man, chef or steward, than the discovery of a material that would cook food and conduct heat as rapidly as copper, yet be absolutely free from any danger of verdigris and



bitter taste, that is liable to occur when using copper utensils that are not well tinned. That aluminum ware is an ideal material for cooking pots is an undeniable fact and one that can be easily verified by consulting any scientist or text-book on chem-



istry or metallurgy. Try this simple experiment: Put a penny or a piece of scrap copper in an aluminum saucepan made of pure sheet metal. It must be pure sheet; cast ware will not do, for all cast ware is at least seven per cent. copper. Pour on nitric acid, a dilute solution of sixty per cent. is best. The copper will rapidly dissolve but the aluminum will not be touched. None of the acids found in fruits or food stuffs have an appreciable effect on aluminum and there is no compound or salt of aluminum known to science that is poisonous. Alum-



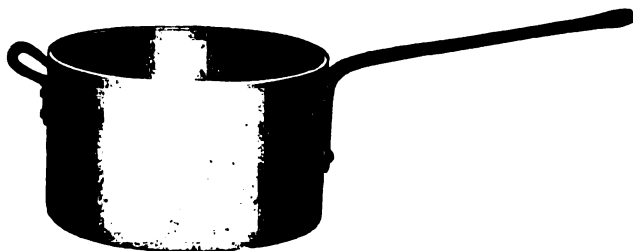
inum metal, being three times lighter than copper, gives the manufacturers an opportunity to make these vessels twice as thick as copper and therefore stronger; yet lighter in weight.

The fact that aluminum is non-poisonous, is tasteless, and because vessels made from it require no tinning, gives it advantages that make it a rival of copper in the field of competition that cannot be overcome. A vessel that requires no tinning will certainly pay for itself in two or three years. Suppose the hotel man was obliged to send his silver to the sil-



versmith's from three to five times a year to have it re-plated. Yet that is what is being done with copper pans. When you buy sterling silver you do not ask if it will wear well, if the plating will come off, for you know that it is solid and you can buy nothing better. That is true of aluminum ware. The prices even at first cost are less than copper and, taking into consideration these advantages, the reasons are sufficient to create a universal demand.

Aluminum cooking utensils are not entirely new. They were first made over ten years ago from thin, impure metal and therefore not adapted for hotel and restaurant use. A few years later they were made from cast metal, but the prices were high and the seven per cent. copper and other alloys, which were necessary for a good casting, did not make the utensils entirely satisfactory. Then The Aluminum Cooking Utensil Co., of Pittsburgh, Pa., which is a part or branch of the Alum-



inum Co. of America, sole manufacturers of aluminum in the United States and Canada, being interested in the future of the metal itself and knowing that aluminum cooking vessels would be perfect if properly made, began drawing heavy pans of extra hard pure sheet—over 99% pure—5-32 of an inch thick and actual use has established them permanently. It seems simply a question of time when they will entirely replace copper ware.

Aluminum trays are being put into the best hotels in the country. They are always attractive, much lighter than silver and, if sufficiently thick, will not buckle, warp or get out of



shape. They would appeal especially to the hotel or restaurant man who has had the sad experience of injuring good linen by rusting trays. It would not be fair to enumerate the good qualities of aluminum without mentioning a fault. The fault, if such it can be called, lies not in the aluminum itself, but in its care. Many have noticed aluminum signs that have withstood for years the action of weather, dampness and gas, without corroding or tarnishing. Aluminum cooking utensils are extremely easy to keep clean if properly treated but they



will not stand the action of lye or a strong solution of salt and vinegar (combined) commonly used on copper. Soap and hot water will remove almost all stain from aluminum; when scouring is necessary, Sapolio, bath brick or a sand soap removes all traces of food with absolutely no injury to the metal.

In view of these facts it is not surprising that hotel and restaurant men all over the country are putting in aluminum for testing, expecting to ultimately replace their copper. If a friend should pass around a tip to sell copper and buy aluminum, he probably would not be referring to the stock market but to the pots and pans in the kitchen.



## RECENT TRADE PUBLICATIONS

WOODHOUSE CHAIN WORKS, Trenton, N. J., have published a new Illustrated Price List, superseding all other lists, of Traces, Chains, Snaps, Cow Ties, etc. A number of blank pages are included in the contents for memorandum purposes.

F. W. LOLL MFG. CO., 45½ Pratt Street, Meriden, Conn. Catalogue No. 10 of Kitchen Utensils and Light Hardware, including One-Minute Egg and Cream Beaters, Never-Fail Tack Pullers, Clutch Screw Drivers and Safety Toasters, comprising an assortment of very salable necessities for household use.

MANHATTAN ELECTRICAL SUPPLY CO., 17 Park Place and 14 Murray Street, New York, with factories at Jersey City, N. J., and Ravenna, Ohio, have recently issued their condensed Catalogue No. 22, covering "Something Electrical for Everybody." This catalogue contains 144 pages and over 750 illustrations of goods manufactured and handled by them, and is one of the most comprehensive catalogues for its size ever published, including as it does electrical products in all branches, such as Electricians' Supplies, Telegraph Instruments and Supplies, Automobile and Motor Boat Sundries, Telephones and Telephone Supplies, Electrical Novelties, Burglar and Fire Alarms, Automatic Gas Lighting Specialties, Linemen's Equipment, Medical Apparatus and Laboratory Supplies.

DOVER MFG. CO., Canal Dover, Ohio, have prepared what they term a "Free Advertising Course" for free distribution to retail Hardware dealers and their salesmen. This course is divided into twelve lessons, and include such subjects as the following: Principles of Advertising, Personal Advertising, Window Trimming, Printed Matter, Elementary Publicity, General Publicity and Outdoor Publicity, concluding with a General Summary. Its mission is to make the dealer a better distributor of goods. The first lesson will be mailed to students immediately upon receipt of application. Subsequent lessons will be delivered monthly until the course is completed. The students will also receive pamphlets and other literature from time to time after the twelve lessons in the Advertising Course proper have been completed.

THE NEW METHOD COMPANY, Mansfield, Ohio. Catalogue No. 6 of New Method Gas Ranges, Gas Heating Stoves and Gas Hot Plates for natural or manufactured gas. Full descriptions are given of the various patterns and their points of merit. Directions are also given for setting up and operating these Ranges and Heaters, and a series of Newspaper Outline Cuts for local advertising purposes is displayed. The dealer would do well to apply for one of these catalogues and investigate the superiority of the New Method goods.

WOODS-SHERWOOD CO., Lowell, Mass. Catalogue and price-list of Sherwood's White "Lustral" Wire Ware and Specialties, such as Tea Strainers, Sink Strainers, Pot Chains and Scrapers, Salad Washers, Saratoga Potato Fryers, Pie Plate Holders, Corn Poppers, Broilers, Toasters, Dish Drainers, Meat Rests, Sad Iron Stands, Potato Mashers, Skimmers, Fruit Pickers, Suit Hangers, Soap Brackets, Comb and Brush Racks, Easels, etc., etc. The company guarantee their full line of goods as being coated with pure tin. They also manufacture specialties to order.

SIMMONS HARDWARE CO., St. Louis, Mo., are distributing to the trade a series of catalogues. No. 535 covers their line of Leader Baby Carriages and Go-Carts, which are made expressly for them by one of the largest and best manufacturers of Children's Carriages in the world. This line of carriages is strong, durable, attractive, light-running and easily cared for, the upholstery, trimming and parasols being all of good quality. No. 536 is devoted to their Banner line of Baby Carriages and Go-Carts, their various advantageous features being described in detail. Quite a large portion of this catalogue, as is the case with No. 535, is given over to their Siberia Refrigerators, Water Coolers, Wonder, White Mountain and Arctic Ice Cream Freezers, Boys' Wagons, Baskets, Brass and Iron Beds, Chairs, etc. No. 537 describes the Laclede line of Bicycles for 1907, as well as Bicycle Sundries, the entire line of which is standard in every way, affording the dealer a handsome margin of profit. In Cata-

logue No. 538 will be found a complete line of Spring Sporting Goods, Fishing Tackle, Base Ball, Tennis and Athletic Goods. These lines embrace everything that any one has need for, ranging in quality from the moderate to the highest-priced goods that can be manufactured.

METAL STAMPING CO., Hubert, West and Washington Streets, New York. Catalogue and price-list of Carriage Trimmings and Hardware. Special attention is called to the many new devices and increased number of styles contained therein. Over 500 different articles and styles of goods are manufactured by this company, which are in constant use by the carriage and wagon trade. A large line of Automobile Specialties is included in the contents, such as Bow Rests and Separators, Brass Screws, Knobs, Prop Nuts, Molding, Curtain Lights, Prop Rests, Button Fasteners, Hose Clamps, Snap Hooks and Loops, Strap Loops, and Radiators or Coolers.

AMES PLOW CO., with factory at Worcester, Mass., and warehouses in Quincy Hall, Boston, and 53 Beekman Street, New York, have presented their new catalogue to the trade. The catalogue is a complete one of Agricultural Implements and Machines, Farm Wagons, Dump Carts, Wheelbarrows, Contractors' and Ice Tools. This company make a specialty of Complete Farm Outfits, and give prompt attention to requisites submitted for quotations.

BRYAN MFG. CO., Bryan, Ohio. Catalogue No. 40 of Malleable Shod Champion Wheelbarrows, including Railroad, Mortar, Garden, Stone and Brick Barrows, Tubular Steel Barrows of all kinds, Patented Steel Frames and Trays, Steel Wheels, Wood Wheels and Wood Trays. The catalogue also illustrates their manner of packing for export shipment.

PHILADELPHIA LAWN MOWER CO., 3101-3109 Chestnut Street, Philadelphia, Pa. Annual illustrated catalogue and price-list of Genuine Philadelphia Lawn Mowers, including All Steel, High Wheel, Golf, Roller Bearing, All Day, Drexel, Gold Coin, Dewey and Pony Mowers; also IXL and Eagle Horse Mowers, and Two-Man or Pony Mowers, Philadelphia Lawn Sprinklers, Horse Boots, etc.

SNOW FLAKE AXLE GREASE CO., Fitchburg, Mass., publish an interesting booklet entitled "The Ambassador," which they describe as "a booklet sent out by the manufacturers to represent their interests at the court of public approval." Some very entertaining bits of information are given on other subjects as well, interspersed with poetry and humor, and will be read from cover to cover by those into whose hands it falls.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J., have recently published a booklet entitled "A Study in Graphite," which gives in detail a series of tests of graphite made by Professor W. F. M. Goss, of Purdue University. These tests were not made with a view to finding points for or against graphite but were conducted in the spirit of scientific research. The study opens with a dissertation by Prof Goss based upon the conclusions drawn from the results of the tests. Then follow complete descriptions of the tests together with illustrations of the testing machine made from photographs and drawing. The condition of the bearings and journal is shown by photographs taken at different stages of the tests. Because of the high character of the matter and the heavy expense attached to the conduct and publication of these tests, it was decided to make a nominal charge of twenty-five cents a copy for "A Study in Graphite." A limited number of copies, however, will be distributed free of charge to all those interested in the science of graphite lubrication.

Fame and fortune is within the reach of all. A country boy becomes a school teacher because the pay is better than he can get at other pursuits with the same amount of work. He then wants a pension, because he has done a noble work for the State. The next step is to live on the pension and run for Congress, and once in Congress it is an easy matter to vote for a large salary for himself, because he is engaged in a noble work for his country. Would he do any of this work without pay?



## NEW GOODS AND SPECIALTIES

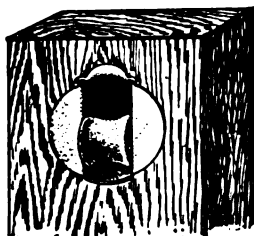
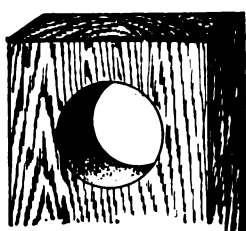
### THE "FIT EASY" SASH PULLEY.

A new Sash Pulley is on the market, manufactured by The Prairie Manufacturing Co., Indianapolis, Ind. A strong feature in the new pulley is the ease with which it can be fitted in the frame. Only one hole  $1\frac{1}{4}$  inch need be bored with a regular bit. The pulley is inserted and the key or top part driven in and the job is complete. The key has grooves along its sides



THE "FIT EASY" SASH PULLEY.

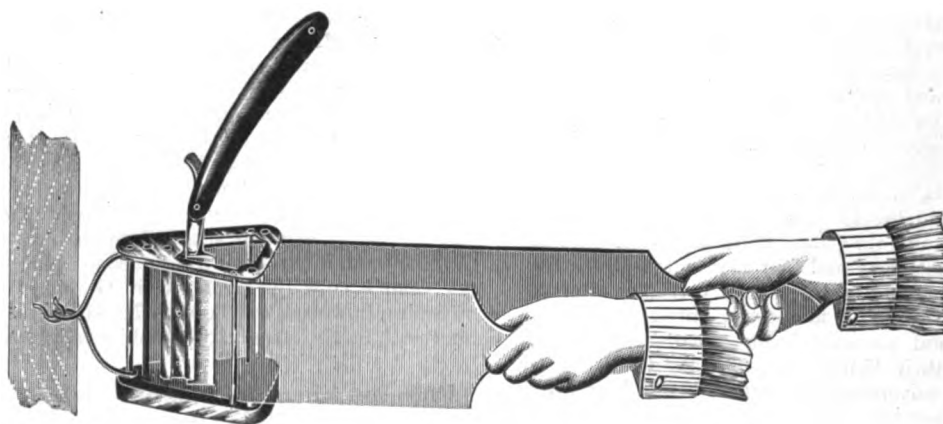
which mesh in with the top part of the pulley proper holding it firm and rigid. The sides of the key also cut into the wood as it is driven in which gives additional firmness. The pulley can, however, be taken out readily and handily by simply insert-



ing a screw driver under the lip of the key and prying it out. No nails or screws required. The small rollers are made of lignumvitae and furnish a spread of 2 inches. This pulley is not expensive and is intended to supply the demand for a reasonable priced pulley that can always be depended upon to do the work. It is expected that the exceedingly simple manner of installation will make it popular with the mill people. Through the peculiar construction of this pulley it is claimed to be impossible for the rope to get off the rollers or to become fast in any manner.

### THE "I-MUST-WORK" RAZOR STROP.

Crandall Cutlery Co., Bradford, Pa., are the originators and manufacturers of the improved stropping device which permits the stropping of any old pattern of razor regardless of any width or length grinding or point. It is called the "I-Must-Work" Razor Strop, and may be looked at as being the latest style of a much-needed device. As may be noted, in accordance



THE "I-MUST-WORK" RAZOR STROP.

with the illustration of the article accompanying this, the razor is held in a clutch which operates automatically when the strop is run through the machine. The razor is brought against the

strop at the proper angle, the strop being especially prepared by a patented process which permits the use of one side of it for sharpening the razor and the other side for finishing it up. The strop is claimed to be of especial usefulness to a dealer who, having just sold a fine razor, can put it in perfect order in a moment, and generally succeeds in selling a strop as well as the razor, the first impression of the use of the strop being favorable to the sale. For further information regarding this stropping device, or information regarding profits in the razor business, apply to the Crandall Cutlery Co., at the factory address, Bradford, Pa., or the Chicago office, 234 Baird Avenue.

### "EUCLID" ALL STEEL COFFEE MILLS.

Bronson-Walton Co., Cleveland, Ohio, are the manufacturers of the "Euclid" All Steel Coffee Mill, which is one of a line of non-porous steel coffee mills that is claimed to preserve all the aroma of the coffee. They are finished in black japan, with



handsome transfer ornaments. They can be regulated for grinding fine or coarse by turning a thumb-nut beneath the handle, giving a simple and positive adjustment. The line comprises the following, all similar in design: No. 100, "Tiger,"  $\frac{1}{2}$  doz. case, measures 11 by 14 by  $19\frac{1}{2}$  inches, weighs 28 pounds gross, 17 pounds net. No. 101, "Hiawatha,"  $\frac{1}{2}$  doz. case, measures 10 by 14 by  $19\frac{1}{2}$  inches, weighs 27 pounds gross, 17 pounds net. No. 102, "Euclid,"  $\frac{1}{2}$  doz. case, measures  $8\frac{1}{2}$  by 14 by  $19\frac{1}{2}$  inches.

weighs 23 pounds gross, 15 pounds net. No. 103, "Prospect,"  $\frac{1}{2}$  doz. case, measures  $7\frac{1}{2}$  by 14 by  $19\frac{1}{2}$  inches, weighs 22 pounds gross, 15 pounds net.



**BOSS TWO-HOOK HUSKER, NO. 52.**

The Boss Mfg. Co., Kewanee, Ill., who are manufacturing exclusively for the jobbing trade a large assortment of gloves suitable for the wants of the agriculturist and others, are the manufacturers of the one which we illustrate herewith. This is



BOSS TWO-HOOK HUSKER, NO. 52.

their No. 52 among the Boss Hook Huskers, being provided with a heavy steel shield, with two hooks cut and bent from the same piece of metal, nickel-plated and polished. The hand piece is cut from russet oil grain leather, being combination wristband and hand piece. This hook is exceptionally strong. It has three straps and buckles. They are packed one dozen in a box.

**DEMING SPRAY PUMPS.**

A novel combination of spraying and whitewashing apparatus, designated as "The Success Whitewasher," is manufactured by The Deming Company, Salem, Ohio. As a sprayer it commends itself particularly on account of the excellent construction and steady action of the pump, and the ease with which it may be operated and carried about. The outfit may also be used

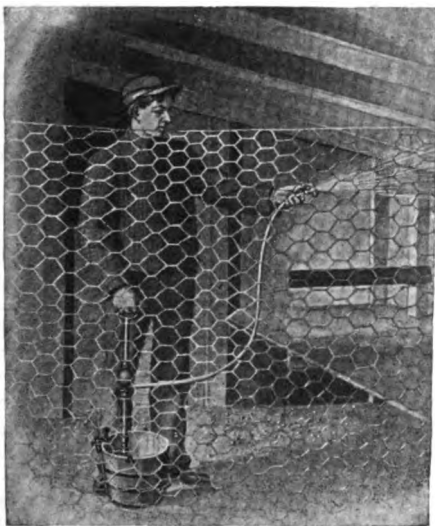


THE SUCCESS WHITEWASHER.



THE BORDEAUX NOZZLE.

to excellent advantage for whitewashing buildings, poultry quarters, stables, etc.; for washing windows and buggies, and for fighting fire. The engravings show some of the more unusual purposes to which it is adapted. The "Bordeaux," illustrated



DEMING SPRAY PUMP.

herewith, is highly recommended as an all-purpose nozzle; it is adjustable and will throw a spray of any fineness. This and its non-clogging features commend it to those who have had

trouble in the past with nozzles that require constant degorging. "Modern Whitewashing," a very neat little folder, concisely sums up the advantages of Deming Sprayers for this particular pur-



MODERN STYLE OF WHITEWASHING.

pose and other uses in general. The formula for making the whitewash used by the United States Government on Forts and Lighthouses is furnished with this circular, which is being mailed this season with other Spray Pump literature issued by The Deming Company.

**BOSTROM IMPROVED LEVEL FOR BUILDERS AND FARMERS.**

There is a large field of usefulness for a leveling instrument intermediate in accuracy and price between the hand-level and the conventional types of surveyor's level. A cheap leveling instrument is being made by the Bostrom-Brady Mfg. Co., 128 Madison Avenue, Atlanta, Ga., that will solve the difficulty. This instrument is mounted on a tripod, has three leveling screws, and carries a graduation to degrees on its horizontal plate. It

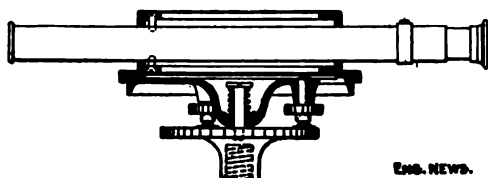


BOSTROM IMPROVED LEVEL FOR BUILDERS AND FARMERS.

is intended for short-distance work of low precision, like that required by builders in setting foundations for buildings and machinery, etc., or by farmers in running drains and the like. A special aim in its design was to produce a simple and rugged device, whose use and adjustments could be easily understood by workmen, and which would not require highly careful handling. A few words of explanation in connection with the two illustrations herewith will make its construction clear. Fig. 1 gives a general view of the instrument, and Fig. 2 shows a vertical section through center line of telescope. The two adjustments of the instrument, setting the level-bubble parallel to the faced surfaces of the turret, and setting the line of sight parallel to both,



are made in a simple and obvious manner; the second adjustment being accomplished by turning the turret upside down, just as in determining the parallelism of a plate or block by means of a spirit-level. The instrument is made in two styles: In the



VERTICAL SECTION OF LEVEL.

Builders' Level all parts are of brass, and the main plate has a degree graduation outside of the turret ring, which, in conjunction with an index mark on the turret, makes it possible to get a rough radius of horizontal angles. In the Farmers' Level, all parts, except the telescope and bubble-tube, are made of iron, these two parts being of brass. A target level-rod is furnished with each level.

#### THE WESTON MULTIMETER, MODEL 58.

The Weston Electrical Instrument Co., Waverly Park, Newark, N. J., are the manufacturers of the Weston Multimeter, Model 58, which is shown in the accompanying illustration.

The Weston multimeter is a new form of electrical measuring instrument which possesses a very wide range of usefulness in the measurement of electrical quantities. It is an instrument which will quite accurately serve the purposes of a direct-

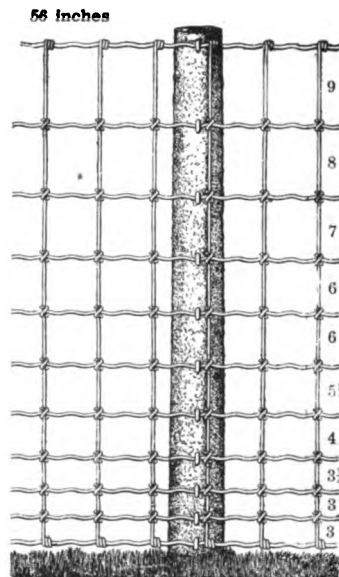


THE WESTON MULTIMETER, MODEL 58.

current voltmeter, milli-voltmeter, ammeter, mil-ammeter, ohmmeter, ground detector and wheatstone bridge. But, although the indicating instrument used in the multimeter is capable of the various uses referred to in this paragraph, it must be distinctly understood that it is not claimed that the apparatus as a whole is equal in all respects to each of the separate Weston instruments for which it serves as a substitute. The wheatstone bridge, which forms a part of the multimeter, consists of a rheostat with three groups of coils, adjusted respectively to units, tens and hundreds, aggregating 999 ohms, and a set of five ratio coils. Many novel features are embodied in its construction, and its design is such that compactness and durability are combined with convenience of arrangement, and an exceptionally high insulation resistance. All conductors and plug receptacles are placed under, instead of upon, the rubber top. This form of construction prevents any reduction in the insulation resistance as the under side of the rubber plate is not exposed to the deteriorating effects of light, dirt and moisture. The large area of conductors employed, their compact arrangement and the absence of all temporary or imperfect connections, together with the perfect fit of the five plugs, which are all that are required, make the "zero" resistance of the instrument less than that of any other portable bridge manufactured. A push button is the only visible part of the double successive contact key, by means of which the galvanometer in the case is provided for the battery, which consists of twelve cells connected together in series and fastened to a hard rubber top. A single cell may be used or several in series. Any cell may easily be removed in case of necessity. Exhausted cells should be taken out, and if not replaced by others, the terminals to which they are connected should be short-circuited.

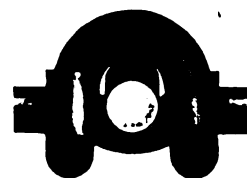
#### SQUARE DEAL FENCE.

In the last year the Keystone Fence Co. of Peoria, Ill., has been marketing a new type of fence, known as the Square Deal Fence, illustration of which is given herewith. One of the principal features of this fence is the fact that the stay consists of one piece of wire running from top to bottom of the fence, not being cut and wrapped on at the intersection of the strands, as is done in many of the fences previously offered on the market. Carefully conducted tests developed the fact that a stay thus constructed has about double the strength of the cut stay type above referred to. Another very important feature in connection with this new type of fence is the wavy line strand wire, which is also very clearly shown in the illustration. This manner of construction affords a springiness and elasticity several times greater than that afforded by the short crimps or corrugations ordinarily employed for the purpose of enabling fence to



SQUARE DEAL FENCE.

overcome the effect of changes in temperature, and this springiness enables Square Deal Fence to completely recover from excessive strains which would work permanent injury to a less elastic fence.



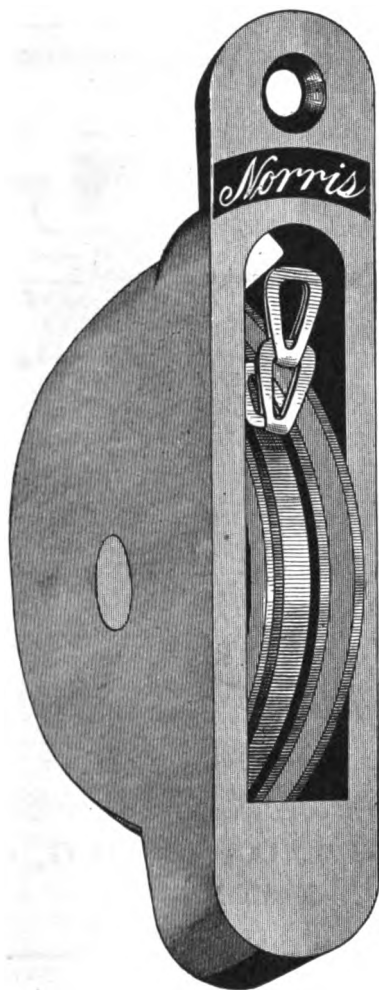
We also present two views of the Square Deal Lock; the first, or front view, showing the lock as it appears when viewing the fence; the second, or sectional view, showing the cross section of the lock, also showing how both the strand and stay wires are bent within the lock, and how the lock clinches the two bends into each other in a manner which absolutely prevents slipping. This lock is quite a triumph in the science of fence building, as it combines great strength and neat appearance with a sufficient amount of flexibility to allow the fence to adjust itself to the lay of the land, and to stretch perfectly over uneven ground, which can be done only with great difficulty in fences where the fastening is absolutely rigid. The neat appearance of Square Deal Fence, both in the roll and when stretched up, is quite an advantage to the dealer, as it has been amply proven that an article of neat and tasty appearance is always much more easily sold than another article which even though it might have similar merit has not an equally attractive appearance.

#### NORRIS SASH PULLEYS.

Frank B. Sloan & Co., of Baltimore, Md., have been the sole manufacturers of these Pulleys for the last twenty-five years. They claim that the Norris Pulleys are manufactured in greater variety than any other pulleys on the market, ranging in size from



$\frac{3}{4}$  inch to  $4\frac{1}{2}$  inches diameter wheel. They make them in any finish required to match the Hardware used, with and without steel ball bearings, as ordered. They are noiseless in operation.



NORRIS SASH PULLEY.

The accompanying cut shows one of their many varieties. To avoid substitution the word "Norris" is written across the face on every pulley the company makes.

#### KALAMAZOO LAWN FURNITURE.

We illustrate one of the several designs of the Kalamazoo Reclining Chairs which have become so exceedingly popular with the consuming public in the last few years. The chair has an automatic canopy which completely shields the occupant of the chair from the sun at all times and without any effort or attention on his part. The chair itself automatically inclines or as-



KALAMAZOO RECLINING CHAIR.

sumes any position desired. When not in use can be instantly folded in a small, compact package. The awning is not necessary to the action of the chair and may be removed in a moment's time if desired. This reclining principle is also produced in other forms, adopted to various usages and to occupy any one of them, creates an immediate desire of ownership.

We also present the only successful Folding Rocker ever put upon the market. This chair is attractive in design, more comfortable to occupy than the average rocker, and is particularly desirable for porches and verandas as it occupies very little space when not in use. This chair is especially desirable for women, who find it not only unusually comfortable, but so easy to move

from one spot to another on account of its folding qualities. The principle involved is peculiar, being absolutely rigid in every way, and folds by simply pushing back forward.

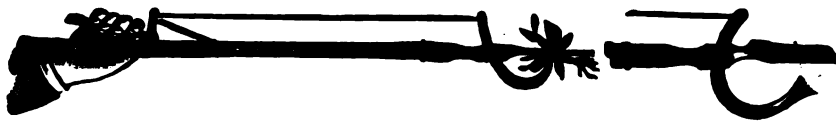


KALAMAZOO FOLDING ROCKER.

These are only two of the designs manufactured by the Kalamazoo Sled Co., who produce the famous superior quality lawn furniture so widely advertised and favorably known throughout the world. This line contains a large variety of standard lawn furniture and a great many furniture and out-door specialties, all of which are famous for their unusual quality of material, workmanship and finish and sell at popular prices. These novelties are extensively advertised in the leading periodicals and magazines and every live dealer should prepare to meet the demand created.

#### CLEVELAND LAWN WEEDER.

The Cleveland Lawn Weeder Co., 25 Public Square, Cleveland, Ohio, are the manufacturers of that useful tool for the ex-



CLEVELAND LAWN WEEDER.

tirpation of those pests of a well-ordered garden—the ever-spreading weeds. It has been on the market several years, and can always be relied upon to accomplish the work. It has become a veritable Hardware staple, and is popular wherever introduced. The castings are of malleable iron, making it a strong and durable article, and the blades are formed from crucible steel of superior quality. It is very attractive in appearance, being provided with a varnished hardwood handle. At the St. Louis Exposition in 1904 and the Portland Exposition in 1905 they were awarded silver medals. "Quality first always." A free sample will be sent any firm among our readers if the dealer is unfamiliar with its merits.

#### THE TROY CORN POPPER.

The Royal Polished Steel Roaster Co., Troy, Ohio, are placing upon the market the Troy Corn Popper, which is made of black sheet steel, has slide cover, beautifully embossed,  $\frac{3}{4}$  inch deep. Has a slot in the end of lid or cover  $\frac{1}{4}$  by 4 inches long, so that all the unpopped grains may be sifted out. The bottom



THE TROY CORN POPPER.

is made similar to an ordinary dripping pan, wired with No. 8 wire; is strong and durable. Has wood handles 19 inches long. A wire slides on the handle so lid may be manipulated as shown in cut, without the fear of burning one's hands when using. Dimensions are:  $3\frac{1}{2}$  inches deep,  $7\frac{1}{2}$  inches wide and  $9\frac{1}{2}$  inches long. Can be used on any cook, oil, gas or gasolene stove.



## UNIVERSAL SCREEN DOOR CATCH

LIVE DEALERS WILL HAVE THEM  
Lowest Priced LOCKING Screen Door  
Catch on the Market.



Easily put on. No mortising or cutting.  
Holds door firmly shut when closed.

PUSHING DOOR RELEASES CATCH

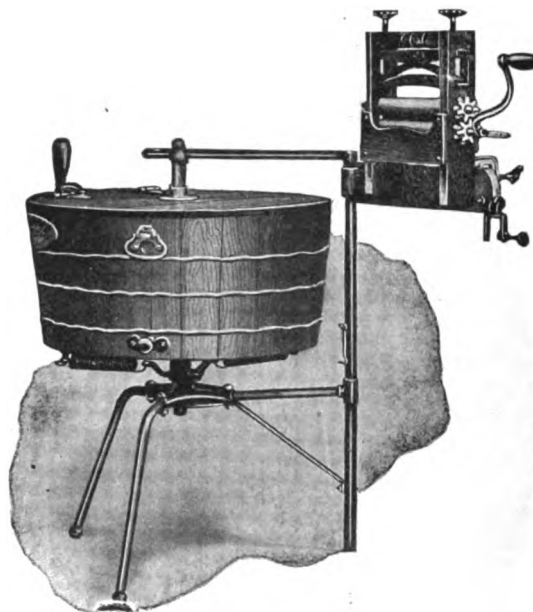
If your jobber cannot supply them write us for  
list of those having them in stock.

MANUFACTURED ONLY BY  
**PECK, STOW & WILCOX COMPANY**

CLEVELAND, OHIO, U. S. A. and  
NEW YORK, U. S. A.

## NEW HOME WASHER, No. 60

Ball Bearing



Large  
Capacity

Easy  
Running

Fast  
Washing

A  
Wonder  
Worker  
and  
Labor  
Saver  
on  
Wash-  
day

PATENTED

The price will interest you Mr. Jobber.

**THE STANDARD MFG. CO.,**  
SHELBY, O.

## CYCLONE



### EGG BEATER

CREAM WHIPPER AND  
MAYONNAISE MIXER

Beats eggs perfectly in  
**15 SECONDS**

Other things in quarter the  
time usually employed.

See the perforated flanges, pat-  
ented foot rest, long handle, per-  
fect bearings and convenient grip.

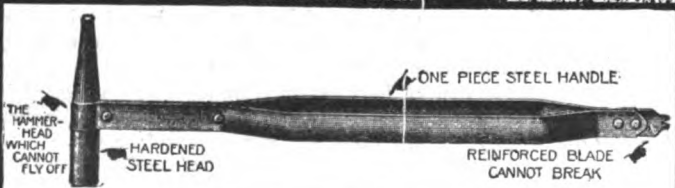
The best egg beater from every  
standpoint. It is only one of the  
celebrated quick-selling HARD-  
WARE SPECIALTIES of the

**BROWNE LINE FROM  
KINGSTON**

Can Openers, Tape Lines,  
Tack Hammers and Pull-  
ers, Ice Picks, etc.

Send for Sample Egg  
Beater and Catalog.

**W. B. BROWNE  
MFG. CO.**  
Kingston,  
N. Y.



THE  
HAMMER-  
HEAD  
WHICH  
CANNOT  
FLY OFF

HARDENED  
STEEL HEAD

ONE PIECE STEEL HANDLE

REINFORCED BLADE  
CANNOT BREAK



## Death to Bugs

In attempting to exterminate insects that prey  
upon vegetable life, the plant or tree is frequently  
made to suffer or be ruined by poisons which attack  
vegetable life as well.

## HAMMOND'S SLUG SHOT

saves the plant and kills the bugs. For twenty-  
seven years the standard Insecticide. Strongly  
impregnated with fungicides, which overcome  
blight.

PUT UP IN CONVENIENT PACKAGES  
Sold by Seed Dealers Throughout America

Send for pamphlets worth having on  
Bugs and Blights to

**HAMMOND'S SLUG SHOT WORKS**  
FISHKILL-ON-HUDSON, N. Y.

## Life to Plants

Please mention **HARDWARE** when writing to advertisers.



REVIEW OF THE MARKETS

**WIRE NAILS:** The increased orders received by the mills preclude the possibility of their catching up on orders in the immediate future. With stocks at the mills and in the hands of the jobbers by no means large, the contract orders are urging necessary specifications for shipments daily, but the mills all seem to be two or three months behind, and delivery on a possible date becomes problematical. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days or 2 per cent. discount for cash in 10 days:

|                                                                                                                                                                                                                                                                                                                                      |        |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Carloads to jobbers .....                                                                                                                                                                                                                                                                                                            | \$2.00 |
| Carload lots to retailers .....                                                                                                                                                                                                                                                                                                      | 2.05   |
| <i>New York.</i> —The jobbers have anything but unbroken assortments on which to draw for current wants, owing to delayed shipments, the mills being unable to do more than keep them supplied with some sizes, which they can supply as far as they go. The demand is, however, of a moderate character. Quotations are as follows: |        |
| To retailers, carloads on dock.....                                                                                                                                                                                                                                                                                                  | \$2.19 |
| Less than carloads on dock.....                                                                                                                                                                                                                                                                                                      | 2.33   |
| Small lots at store .....                                                                                                                                                                                                                                                                                                            | 2.30   |

**CUT NAILS:** At the meeting of the Cut Nail Association, held on April 30, the ruling prices were reaffirmed. Reports from manufacturers showed that they had an abundance of orders on hand, so much so, there was no anxiety to book any more until the short condition relaxed somewhat. The price of raw material was still high, and almost impossible to get in full supply. The shortage of cars still continues, so that for the immediate future there was no reason why prompt shipments should be expected. Quotations are as follows, f.o.b. Pittsburgh:

|                                                                                                                                                                                                                                                                            |        |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Carload lots to jobbers.....                                                                                                                                                                                                                                               | \$2.05 |
| Less than carloads to jobbers.....                                                                                                                                                                                                                                         | 2.10   |
| Less than carloads to retailers.....                                                                                                                                                                                                                                       | 2.20   |
| Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.                                                                                                                                                                   |        |
| <i>New York.</i> —Delayed shipments have almost depleted the jobbers' stocks of Cut Nails, making it difficult to ship orders with any degree of completeness. The demand, however, is moderate. Jobbers' quotations are on the basis of \$2.30 for small lots from store. |        |

**BARB WIRE:** The demand is in good, healthy condition, although the season is pretty well along. The same causes exist for the inability of the mills to catch up with their deliveries. Scarcity of steel, which causes considerable reduction of output, and shortage of cars, also prevent shipments. The market is firm, and quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                                        |          |             |
|----------------------------------------|----------|-------------|
|                                        | Painted. | Galvanized. |
| Jobbers, carload lots.....             | \$2.15   | \$2.45      |
| Retailers, carload lots.....           | 2.20     | 2.50        |
| Retailers, less than carload lots..... | 2.30     | 2.60        |

**SMOOTH FENCE WIRE:** The market for Smooth Fence Wire shows the same causes why the mills are unable to make shipments on contracts for wire as prevail in the barb wire market. The market is firm. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                           |        |
|---------------------------|--------|
| Jobbers, carloads .....   | \$1.85 |
| Retailers, carloads ..... | 1.90   |

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

**BINDER TWINE:** The following prices fairly represent the market, Chicago delivery, with one-fourth cent less in carload lots:

|                        |                  |
|------------------------|------------------|
|                        | Cents per Pound. |
| Sisal .....            | 9¼ to 9½         |
| Standard .....         | 9¼ to 9½         |
| Standard Manila .....  | 10¾              |
| Manila (600 ft.) ..... | 12               |
| Pure Manila .....      | 13¾ to 14        |

**ROPE:** The following prices may be said to represent the market:

|                                   |                  |
|-----------------------------------|------------------|
|                                   | Cents per Pound. |
| Pure Manila, 7-16 and larger..... | 13¼ to 13½       |

|                                   |            |
|-----------------------------------|------------|
| B Quality Manila .....            | 12¼ to 12½ |
| Pure Sisal, 7-16 and larger.....  | 9¼         |
| No. 2 Sisal, 7-16 and larger..... | 8 to 8¼    |
| No. 1 Jute, ¼ and larger.....     | 9 to 9½    |
| No. 2 Jute, ¼ and larger.....     | 8½ to 9    |
| Less ¼ cent to the large trade.   |            |

**LINSEED OIL:** The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

|                                                                                |                      |
|--------------------------------------------------------------------------------|----------------------|
| In lots of less than 5 barrels.....                                            | 43 cents per gallon. |
| In lots of 5 barrels or more.....                                              | 42 cents per gallon. |
| The "American" brand for respective quantities, 1 cent per gallon less.        |                      |
| The five-barrel price applies only to deliveries of that quantity at one time. |                      |
| Double Boiled Linseed Oil, 2 cents per gallon higher than raw.                 |                      |
| Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.                 |                      |
| Calcutta Oil.....                                                              | 70 cents per gallon. |

THE CLEVELAND TRADE.

We recently received a circular offering an extra ten per cent. on an order for fifty gross, on which ten gross would be as many as an ordinary jobber would purchase. The fifty-gross buyer could sell them at what they cost his competitor; this would compel the other jobber to ask for a lower price or quit handling the goods.

It is an unwise policy for manufacturers as well as jobbers. Some jobbers, when the article is desirable, will order the fifty gross and unload the surplus at cost in another jobber's territory, and catalogue houses will order fifty gross and sell them at retail at the price an ordinary jobber pays for them. Quantity price is not advisable, but if it is to be made, the best price should be on such quantity as an ordinary jobber can handle in a season's business. There is no benefit in overloading a customer or in driving him away by attempting to do so. Forcing on a customer more goods than he can profitably handle is unprofitable to both buyer and seller unless the seller expects that it will be his last chance, and this is poor business policy.

The last ten years has done much to eliminate such grab-games in business, so that a man can be in business and maintain his self-respect. Not all have found this out, but they will be found out. Integrity will some time be esteemed among the Christian virtues and improved ethics in business will aid in placing it there. Conversion is supposed to be promoted by adversity, but it is a much more hopeful condition when prosperity promotes ethics, as it surely has in recent years. America is not money-mad; there is a distinct tendency towards manly character. Doubt of this results from impatience, which is lack of faith.

The pulpit may denounce the moral man, and Wall Street reject him, but the foundations of business rest on integrity. People who have been waiting for depression are certainly on the wrong side, so far. To get goods and get them shipped is harder than to get orders for them. Houses that have the goods are largely increasing their sales and making new records. The facilities for doing business were never more strained in this country than at present. Unless we are on the topmost wave, exhaustion will compel depression. Manufacturers have ceased to answer hurry-up letters. They must be tired already.

THE LOCKWOOD-TAYLOR HARDWARE CO.,  
C. B. LOCKWOOD, President.

THE DULUTH TRADE.

Trade for the month of April was fully up to our expectations, although weather conditions were about two weeks later than a year ago. We have had a great deal of snow this Winter and this has not entirely disappeared through North Dakota. To add to this, there was a severe snow storm through Minnesota and part of Dakota, the last of April, and this will put back seeding at least one week. Unless some unforeseen weather conditions come in from now on, there should be no setback in the progress made in seeding, and although it is somewhat late, the condition of the ground makes very favorable prospects for a good crop. The future order business is somewhat larger than it was a year ago, and we see no reason why trade, in the coming three months, should not be in excess of 1906.

KELLEY-HOW-THOMSON CO.



# FILES AND RASPS

Our policy of using the finest steel, tempered and cut according to the best methods known in modern practice has been the paramount factor in building the

**LARGEST FILE BUSINESS IN THE WORLD.**

**NICHOLSON FILE COMPANY.**

**PROVIDENCE, R. I., U. S. A.**

## THE SAGINAW TRADE.

In spite of a cold, wet, backward April the month has been a very active one. With a larger volume of business than the preceding year, and more evidence of the inability of manufacturers in many lines to furnish the amount of goods required, the country merchant is now beginning to realize that what the jobber has been telling him about the difficulty to get goods is the "Gospel truth." We seem to hear less from the pessimist these days. The outlook for business, in this vicinity at least, is very bright.

MORLEY BROTHERS.

## THE DAVENPORT TRADE.

Sellers are having their inning now. Buyers simply pay the price and accept the goods when they come in; in many cases they do not come very promptly and in some cases have not arrived yet. This difficulty in getting goods is very aggravating, but just think what would have happened in the days gone by, when we had more mills than now, or at least were managed by more men. If a steel famine had occurred then, such as we have just passed or may be passing at present, Barb Wire, Nails, etc., would have gone up twenty-five to thirty dollars a ton, possibly more. We think that the action of the great corporations commendable, in keeping prices on a normal basis, when they could easily advance a dollar a ton and sell just as many goods. Trade is very much better than at this time a year ago.

SICKELS, PRESTON & NUTTING Co.

## THE ST. PAUL TRADE.

Since last writing you, our Spring weather has arrived, and we are as busy as that "bee" we read about. Everybody is calling for goods and the only trouble we have is keeping ourselves supplied, as many factories are very slow about shipping. Sometimes we think that some factories would ship new orders, taken at higher prices, ahead of old ones, taken at lower prices. We would not do such a thing, and yet it would be trying to some men's honesty. The car shortage seems unnecessary, and yet many factories report that they could ship if it were possible to get cars. This great business that all are doing has its drawbacks. It wears on the mind to have so many difficulties to contend with, and though it does keep one from rusting out, it may wear one out.

St. Paul has a building boom. Many public, as well as private enterprises, are being enlarged by new buildings or new additions, until in some places there is hardly room for the building material to be used in the construction of new buildings. This is the gateway to the newest Northwest and this city is surely rising to the needs. Unless something unexpected happens, we shall have the largest year's business by a good deal over any previous year. The question arises in conservative minds whether we are overdoing, but there are no clouds in the business sky.

HACKETT, WALTHER, GATES HARDWARE Co.,  
T. G. WALTHER, Vice-Pres.

## INTERNAL COMMERCE DURING MARCH.

Internal commerce movements during March, as reported by the Bureau of Statistics of the Department of Commerce and Labor, show slight improvement when compared with like movements during the earlier part of the year, though complaints of car shortage and inadequate traffic facilities still continue to come in from shipping and receiving centers at various parts of the country. The improvement is due, to some extent, to milder weather which permitted of greater regularity of railroad traffic and hence prompter deliveries. The change was felt chiefly by the grain trade, the receipts and shipments for the month at the more important points of concentration and distribution showing larger figures than those of a year ago.

Building operations during March in fifty-five leading cities throughout the country show a slight decline in value when compared with corresponding figures for 1906, the respective figures being \$54,222,677 and \$56,072,037. Chicago, Cleveland and St. Louis show a growth in building operations of 33, 51 and 53 per cent., respectively, while Greater New York, Philadelphia and Pittsburgh show a decrease of 23, 31 and 5 per cent., respectively.

## RECLAMATION OF DESERT AND SWAMP LANDS.

According to official figures, since the reclamation law was enacted by Congress in 1902, eight towns have been built and 10,000 people have settled on what were desert lands. To prepare the way for these settlers, says a government report, 100 miles of branch railways have been built, 1,267 miles of canals have been dug, many of which carry whole rivers, and 47 tunnels have been excavated. It is estimated that the territory embraced in what is known as the arid regions of the United States covers 600,000,000 acres, of which about 60,000,000 are subject to irrigation, which, when properly supplied with water, can be converted into farms fully as productive as lands in the most favored sections.

A bill was introduced in Congress at the last session for the purpose of reclaiming overflowed and swamp lands in Arkansas, Indiana, Minnesota, Wisconsin, New Jersey, North Carolina, South Carolina, and other States, and those back of it say that it will be "pushed" at the next session. The member who offered this measure roughly estimates the amount of overflowed and swamp lands to be reclaimed at 50,000,000 acres, the reclamation of which would increase the land value more than \$5,000,000,000, the annual crop value \$1,500,000,000, and, if sub-divided into 40-acre farms, would supply 2,500,000 families with homes and put 12,000,000 people on lands now practically worthless.

**IMPROVED  
CARPENTERS'  
TOOLS**

STANLEY RULE  
&  
LEVEL CO.

A TOOL THAT'S STAMPED

# STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL  
HARDWARE  
DEALERS**

NEW BRITAIN,  
CONN., U. S. A.



## OUR CANADIAN LETTER

TORONTO, May 5, 1907.

### CANADIAN TRADE PROSPEROUS.

The business situation throughout Canada is exceedingly satisfactory to both manufacturers and jobbers, the retail trade having been buying in enormous quantities in order to supply the steady increasing demand for builders' Hardware, house furnishings, sporting goods, etc. The Spring has been a little backward, and trade has been hampered somewhat in consequence, but with this exception, about the only complaints that are heard is the cry for more railway cars to handle the enormous traffic, and the constant objection that manufacturers are unable to fill their orders promptly, owing to their capacity being too small for the business the manufacturing plants are asked to turn out. Alarmist reports have been published in some papers regarding the business situation in Western Canada, but there is little foundation for fear in this direction. Both Western Canada and the Northwestern States experienced a very hard and long Winter, and railway traffic was badly demoralized by the heavy snow-fall, the large wheat crop and the increasing quantity of settlers' effects which are being shipped into the country. The railroads are, however, doing their utmost to overcome these difficulties, and the worst that can happen is that the development of the Great West will be temporarily checked by the inability of the railroads to make their rolling-stock and construction-work keep pace with the influx of population. The Winter tie-up on some of the railway lines is only temporary, and the situation is now being rapidly relieved, a strike of coal miners in Western Canada being the only obstacle now in the way of clearing up all of the work which has been delayed as a result of the heavy Winter. Labor troubles in Eastern Canada are not of a serious character, and trade is not likely to be hampered much in consequence.

### ASSOCIATION WORK.

The Ontario Retail Hardware Association has been actively pushing forward its work this Spring. Several district associations have been formed to aid the members in overcoming local grievances and in arranging to secure better prices for staple lines of goods. The Association is asking the Dominion Government to regulate the marking of white lead packages. At present, manufacturers cannot sell adulterated lead as "pure or genuine." They can, however, mark adulterated goods as "No. 1," this leading to much confusion and allowing ignorant customers to be imposed upon by unscrupulous dealers. The Government is also to be asked to enforce a regulation that all second-grade kitchen enamelware shall be marked as such. The Association is also asking the railway commission to abolish cartage charges at point of shipment and to force all shippers to mark the weight on each parcel they ship.

### INDUSTRIAL DEVELOPMENT.

The Wilcox Hardware Co., London, Ont., are increasing their plant in order to enlarge their output. They expect to increase the number of their employees from thirty to sixty this Summer.

Fire did \$70,000 damage to the James Robertson Co.'s Plumbing and Hardware stock at Winnipeg on April 6. The loss was covered by insurance.

The Canada Screw Co. have decided to remain in Hamilton and will double the size of their plant.

The Anchor Wire Fence Co. will erect a new factory at Stratford, Ont.

The Carriage Mountings Co., Toronto, makers of bathroom fixtures, will erect a new plant at Niagara Falls, Ont.

The International Gas Appliance Co., Toronto, manufacturers of gas mantels, have gone into liquidation.

The McKinnon Dash & Metal Co., St. Catharines, Ont., will erect a chain factory.

Whitman & Barnes, St. Catharines, Ont., are to enlarge their Hardware manufacturing plant.

T. McAvity & Sons, St. John, N. B., Hardware jobbers and manufacturers, have been incorporated with a capital of \$600,000.

J. F. Villard, Rexton, N. B., has invented a new paint and will undertake the manufacture of it.

The Labatt Mfg. Co., London, Ont., manufacturers of plumbing supplies, have been incorporated with a capital of \$200,000.

The Doon Twine & Cordage Co., Doon, Ont., have been incorporated with a capital of \$250,000.

The Imperial Glass Co., Toronto, are to erect a new factory.

The Star Mfg. Co., skate manufacturers, The Dartmouth Rolling Mills and the Dartmouth Machine & Forge Co. have amal-

gamated their businesses under one management with headquarters at Dartmouth, N. S.

The capital stock of the Brandon Hardware Co., Brandon, Man., has been increased to \$150,000.

The Whitman Hardware Co., Winnipeg, has been incorporated with \$25,000 capital.

The McClary Mfg. Co., London, is completing the construction of a new storage building 220 by 110 feet and five stories in height. The building will be used exclusively for stoves.

The Standard Chain Co. will erect a Canadian plant at Walkerville, Ont. Application has been made to the Canadian Government for a charter as a branch of the American business.

The Canadian Brass Mfg. Co., Galt, Ont., will erect a new factory.

Shaw & Mason are to establish a brass foundry at Sydney, N. B. The plant will cost \$100,000.

Henry Disston & Sons, Toronto, are to add a \$10,000 addition to their saw factory.

### AMONG THE RETAILERS.

The Aikenhead Hardware Co., Toronto, have established a branch of their wholesale and retail Hardware business at Winnipeg.

Johnston & Co. have opened a Hardware store at 1008 Dundas Street, Toronto.

I. L. LeFleur Co., Montreal, have been incorporated with a capital of \$80,000 to conduct a retail Hardware business.

Limberner & Johansen have opened a Hardware business at Shawnigan Falls, Que. Other new businesses established recently include the following: A. Busteer, 356 Queen Street, E., Toronto; Airdrie Hardware Co., Airdrie, Alta.; George Taylor Hardware Co., Larder Lake, Ont.; The Fallis-Tourtellot Co., Port Arthur; Crofton & Co., 204 Dundas Street, Toronto.

Blyth & Watt, Ottawa, have been succeeded in business by Charles Watt. Other business changes include: C. Vurdon, Montreal, succeeded by E. A. Archambault; G. E. Denstedt, Gornie, Ont., succeeded by R. Carson; A. P. Brown, Morden, Man., succeeded by Connor & Livingstone; Sutherland & Campbell, High River, Alta., succeeded by Trenholme Bros.; Haines, Wiley & Co., Glen Ewen, Sask., succeeded by T. S. Rank; F. W. Old, Caledonia, Ont., succeeded by J. H. Old; J. Kelley, Oakville, succeeded by J. N. McGregor; F. Anthony, Norval, Ont., succeeded by H. Johnston; A. Anderson, Saltcoats, Sask., succeeded by Crossley Bros.; Brown & Armstrong, Carberry, Man., succeeded by McGregor & Mitchell; Heinrich Bros., Aberdeen, Sask., succeeded by John Schroever; J. Dunfield & Son, Fox Warren, Man., succeeded by George Stretton; Paull Bros., Broadview, Sask., succeeded by Paull & Duthie; The Davidson-Frazier Co., Drinkwater, Sask., succeeded by W. Prout; James Trout Co., Black Falls, Alta., succeeded by R. A. Shular; Cook & Deyell, Alameda, Sask., succeeded by The Crown Hardware Co.; Barfett Bros., Newcastle, succeeded by S. Perrin.

### GENERAL NEWS.

Many Canadian Hardwaremen have adopted the cash method of doing business recently. A large number of retail dealers in all branches of trade in the Crows Nest Pass District in Alberta have united and are refusing to extend credit in future. E. P. Pauling and C. C. Lee, Goderich, and F. W. Jeffery, Midland, are three Ontario retail Hardwaremen who have taken the advance step within the past month.

The Russell Hardware Co., Toronto, who conduct a large retail Hardware store on departmental methods, have organized a club among the employees. The store closes at five o'clock every Wednesday afternoon, and an hour is spent in discussing methods of improving the business, remedying complaints made, etc.

It is now definitely announced that all taxes on commercial travelers doing business in Quebec Province have been repealed, and travelers representing American houses can now call on their customers in the French Canadian province without fear of being tripped up by officers of the law. In order to provide against the dumping of foreign goods in Newfoundland, and to protect the revenue as well as the local manufacturers, the Government of that island has changed the ad valorem duty on nails and tacks to a specific duty. The duties, according to the revised tariff, are: One cent per pound on cut and pressed nails; one-half cent per pound on shoe brads and tacks, and one-third cent per pound on galvanized nails. Packages containing these goods will also be subject to duty.



### HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

#### PATENTS EXPIRED APRIL 22, 1907.

- 425,992. COMBINATION LOCK. J. J. Deal, Canton, Ohio.
- 425,998. RATCHET SCREW DRIVER. R. C. Ellrich, Plantsville, Conn.
- 426,008. SCREW NAIL. S. E. Groff, Marietta, Pa.
- 426,097. INDICATOR LOCK. J. C. Barr, St. Paul, Minn.
- 426,116. CARPET SWEEPER. W. J. Drew, Grand Rapids, Mich.
- 426,161. WRENCH. C. C. Augustine, Muscatine, Iowa.
- 426,186. CHURN. C. A. Japhet, Winchester, Kans.
- 426,207. CAN OPENER. J. C. Meyers, Cleveland, Ohio.

#### PATENTS ISSUED APRIL 23, 1907.

- 850,897. SOLDERING IRON. H. Berg, Orange, N. J.
- 850,900. WRENCH. M. Boyton, Hoboken, N. J.
- 850,922. LAWN MOWER SHARPENER. M. T. Goforth and N. R. Sheets, Wichita, Kans.
- 850,942. COMBINATION LOCK. H. C. Lowrie, Denver, Colo.
- 851,064. DOOR HANGER. J. H. Burkholder, Ashland, Ohio.
- 851,065. FASTENER FOR TOOL HANDLES. T. J. Cheney, Lodi, Ohio.
- 851,066. RAZOR. H. Clauss, Fremont, Ohio.
- 851,106. COMBINED PIPE AND MONKEY WRENCH. G. O. Rice, San Francisco, Cal.
- 851,453. WASHING MACHINE. C. Stoner, Syracuse, Kans.

#### PATENTS EXPIRED APRIL 29, 1907.

- 426,433. WASHING MACHINE. M. A. Caldwell, Erie, Pa.
- 426,442. RANGE OR STOVE DOOR. J. J. Graves, Buffalo, N. Y.
- 426,491. NAIL PULLER. D. Davis, and E. H. Davis, Elmira, N. Y.
- 429,496. COOKING STOVE. E. C. Frost, Elmira, N. Y.
- 426,535. PULLEY AND BLOCK. A. Higginson, Liverpool, County of Lancaster, England.
- 426,597. SPRING HINGE. H. W. Libbey, Boston, Mass.
- 426,755. WASHING MACHINE. S. Bartlett, Toledo, Ohio.
- 426,806. PLANE. E. P. Hann, Portland, Ind.
- 426,834. LATCH AND LOCK COMBINED. T. Martin, Wallaceburg, Ontario, Canada.

#### PATENTS ISSUED APRIL 30, 1907.

- 851,674. WASHING MACHINE. W. M. Kincaid, Hiawatha, Kans.
- 851,881. WRENCH. D. C. Groves, Brockwayville, Pa.
- 851,900. LOCK. C. F. Scribner, Jericho, Vt.
- 851,906. CONSTRUCTION OF PLIERS. E. Strassburger, Chicago, Ill.
- 851,972. COMBINED DOOR CLOSER AND CHECK. W. N. Amsbary, Seattle, Wash.
- 852,171. WRENCH. J. R. Eddy, Slicker, W. Va.
- 852,245. HANDLE FOR HOES AND RAKES. O. Stewart, Centralia, Ill.

### SHOP MIXING OF WHITE LEAD.

When a keg of white lead has stood for some months the lead becomes denser, owing to the soaking away of the oil into the wood. In this condition, while it has undoubtedly improved in quality, it has at the same time made it more difficult to work it up into a smooth paint. To remedy this to a great extent take a stout, narrow paddle, and put it into the lead till it strikes the bottom, then work it back and forth, from side to side, for a few times, and the mass will soon become quite plastic, and then it may be removed into pots for further breaking-up and thinning for use. This will save much time over the usual way of first taking the lead out of the keg, and breaking it up in the pot.

White lead should always be beaten up before adding thinners, and then the japan should be added, and be well beaten up with the lead; after which, if possible, let the mass stand a few hours; then the thinners may be added to the desired amount. This will render the straining of the paint unnecessary, unless skins are present. If colors are to be added, better beat up the colors separately, and thin out so that they will unite readily with the paint.

#### VARNISH AND PAINT REMOVERS.

The best paint and varnish removing compound seems yet to be invented, and there is a fortune for its lucky discoverer. It will come. Great advance has been made in this direction since the days of not so many years ago, when the charcoal burner

was used, and before which was the lime-and-potash compound, both crude enough. The blow torch, too, has its limitations. For one thing, people object to the danger of fire when it is used around a building. Carbolic acid removers are very objectionable on the score of smell and burning of the flesh when it comes in contact therewith. Fusel oil removers do good work, better indeed, than the carbolic acid compounds, but the smell is vile and injurious, and it is very costly. But there is one varnish remover, cheap, odorless nearly, and open to none of the objections that the others have, and that is glue. Simply glue. Make up a liquid glue, quite thin, and apply it hot to a varnished surface, and let it be where the temperature shall be not lower than, say, about 70 deg., F., and let the object that has been coated with it stand for twelve to twenty-four hours, and the varnish may then be brushed off.

#### READY-MIXED PAINTS.

A ready-mixed or factory paint is always to be preferred to the shop-mixed article, provided the ready-mixed paint is high-grade, and of which the market offers some very fine examples. It is very finely ground, pigment, base, medium and all, and is ready for use when you open a can, requiring no straining, and being perfectly free from anything calculated to mar a smooth effect. The finer ground a paint the better will it wear, and the finer will its color be. Fine grinding improves the color of almost every one of the painter's tinters. Another of the many good points of the ready mixed is, that you may always depend upon getting the same color if you happen to run short on a job. Some painters, the writer included, can match tints or shades perfectly, but many others cannot, and in any case it takes time and a good deal of it, to do so; hence the economy of ready-prepared paint, it is always there. But these statements have no reference to inferior grades of ready-mixed.

#### SPREADING CAPACITY.

The covering capacity of different forms of paint, stains, varnishes, etc., is a variable quantity, something depending on conditions of surface. But we may approximate the same, thus:

Paint for exterior use, on an average painted surface, will take about one gallon to cover 600 square feet.

Priming coat, average surface, about the same.

Red lead paint, on structural steel work, from 500 to 700 square feet to the gallon.

Enamel paint, for interior use, will cover about 400 square feet to the gallon.

Floor paint will require about a gallon to 400 square feet of average floor surface.

One gallon of ordinary roof paint will cover about 500 square feet of surface.

Ochre priming will cover about 400 feet to the gallon.

Oil stain will cover from 700 square feet to the gallon and upwards, depending on the nature of surface.

Liquid wood filler will cover about 550 feet to the gallon.

Hard oil will cover about 600 feet, over liquid filler, and sometimes less over paste filler.

#### THE APPLYING OF VARNISH.

Varnish stain will cover about half the surface than an oil or spirit stain will cover. The cheaper grades of varnish are not lacking in body, nor in brilliancy, and in some instances they will wear very well, inside. Never so, outside. The finer and costlier varnishes are thinner bodied, as a rule, and may be spread out very thinly, and here is where a mistake may be made by the user. If a good effect, and not mere economy is desired, then do not spread a good varnish too much, but get as full a body on as possible. Given a well-filled wood, and a full coat of heavy bodied varnish will give a very good job. But the expert varnisher will take the thinner article and achieve the full effect with that. The finish is always richer for several coats of good, well-rubbed varnish; they give depth to the effect, and besides which the varnish acts as a buffer for the beautiful wood that it covers. But the varnish should all be alike, from the same lot, in fact, so that there will be no danger of having two or more shades of varnish, and which would cloud the luster.

#### OIL REQUIRED IN MIXING PAINT.

It will take about six gallons of raw linseed oil to mix 100 pounds of dry white lead. For keg lead, five gallons will be enough to mix it into paint. A half pint to a pint of good liquid driers should dry this much paint.

From three to four gallons of raw oil will mix 100 pounds of dry red lead. Prince's Double Label Mineral Brown dry will absorb fifteen gallons of oil, to bring it to a paint, and the same material in oil will take eight gallons to thin to the usual consistency for application.—*Exchange*.



**BARNES IMPROVED HYDRAULIC RAM, FIG. 885.**

The Barnes Mfg. Co., Mansfield, Ohio, furnish the following information in regard to the usefulness of Hydraulic Rams which is not generally known:

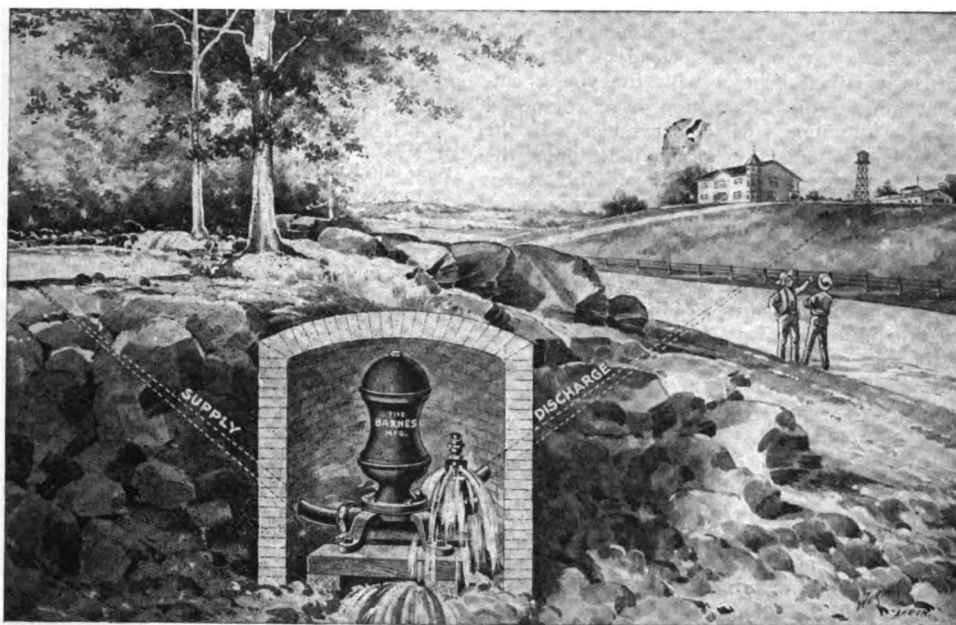
The power which operates a hydraulic ram is created by the fall and velocity of the water that is supplied to it. Hence it is necessary to have a fall or head of water the same as if a small water wheel were to be operated, the water proceeding through a supply pipe to the ram at an incline, and at a distance great enough to give the required velocity. Every two feet of a perpendicular column of water develops about one pound pressure to the square inch; for instance, a column of water ten feet high would give about five pounds pressure; one fifteen feet high, five and a half pounds pressure to the square inch, and so on.

The drive or supply pipe should be placed at an angle of not more than thirty degrees, in order to give the best results; and the length of drive pipe may vary from twelve to one hundred feet or more. As a general thing it should not be less than three-fourths of the height to which the water is to be raised, or five times the head or height of the supply; the length may, however, be much greater than this where it is necessary in locating the ram to obtain the desired amount of fall. In both supply and discharge pipes, all acute angles should be avoided. If the descent from reservoir to ram is greater than thirty degrees, a number of coils may be made in the drive pipe to compensate for

pleasure, thus readily adapting the machine to a variable supply.

About one-seventh of the water furnished to the ram may be raised to a height four times that of the height of supply; one-fourteenth to eight times the height of supply; and as the height water is elevated increases, the amount of water discharge decreases proportionately. With twelve feet of fall and a good supply of water, a large size ram will deliver about one-twentieth of the water supplied to it to a point not exceeding 120 feet vertical distance and to a horizontal distance of 1,000 feet or more. With the same fall and less height to deliver the water, the efficiency of the ram increases. At fifty feet elevation, twice as much water will be discharged as at 100 feet, if the amount of fall is the same. Also, with twenty feet fall, a ram would raise as much water 100 feet as would the same ram raise it to fifty feet with ten feet fall. With twelve feet of fall, the ram will elevate water to 120 feet, or even higher, though the amount of water discharged will decrease as the height increases, until at about fifteen times the height of "fall" the machine will cease to operate.

Their rams are made of iron and bronze. The valve stem and case are made of the latter material, which has more durable and lasting qualities than any other composition. For very heavy pressures they make their large sizes of rams extra heavy, using heavy brass ball valves, etc., prices of which will be furnished upon application.



BARNES IMPROVED HYDRAULIC RAM, FIG. 885.

this difference. These conditions being obtained, the water can be discharged to an elevation several times the fall of water from reservoir to the ram; the greater fall of water causing discharge of the greater amount of water at a given height, or a given amount of water at a greater height. In examining the construction of the hydraulic ram, it will be seen that the impetus valve (the waste, or outside valve) closes as it is forced up, and opens as soon as the pressure is taken from under it. The valve in the air chamber opens when the water is forced against it from below, and is closed by the atmospheric pressure in the air chamber.

When the conditions mentioned above can be obtained, the water, when introduced into the supply pipe, flows down to and through the impetus valve, until it has acquired sufficient power by its velocity to throw this valve up and close it. The force of the water continues, and it finds an outlet through the valve in the air chamber, which opens, compressing the air until its power is equal to that of the head of water; this closes the air chamber valve and thus confines the water which has been let in; at the same time the impetus valve opens, as the pressure of the water in the supply pipe has been overcome by the compressed air in the air chamber, and the water commences to waste as before. While the water is wasting from the impetus valve, the expansion of air in the air chamber forces the water out through the discharge pipe; and this operation will continue as long as the working parts of the machine are in perfect condition. As the height to which the water must be elevated by the ram increases, the amount discharged will decrease.

By means of an adjuster, applied to each of their rams, the quantity of water drawn from the fountain may be varied at

**PETZ PATENT STORE FRONT CONSTRUCTION.**

The merchant is after all the ultimate court of resort in any proposition which is presented for securing better display facilities. The architect may endorse a plan, the builder may recommend it, but if the merchant does not perceive its possibilities it will have very little future.

The Petz Patent Store Front Construction, invented by John Petz, president and superintendent of the Detroit Show Case Co., was placed on the market just two years ago as a side line of the Detroit Show Case Co. To-day a special factory building is required for its manufacture so great is the demand for it. This popularity can be traced to the fact that it has made good in no uncertain way. It is the one Patent Store Front Construction which permits broken glass being replaced without disturbing the window display or removing the window enclosure. The glass is set from the outside. This advantage makes strong appeal to the progressive merchant. It is exactly what he has been looking for for years. A store front may not be broken in twelve years, but when it is broken the necessity for quick action is apparent. The Petz Patent Store Front Construction permits a quick replacement and yet it is so strong and rigid in construction that it could support the awnings without any undue strain.

The Detroit Show Case Co. recently issued a little book entitled "A Profitable Corner" which completely describes the Petz Patent Store Front Construction. They send this free to all merchants interested. Write them. Address, Detroit Show Case Co., 476-490 West Fort St., Detroit, Mich.



**"THE MAKING OF A MERCHANT."**

Among the many books containing rules and directions the purpose of which is the proper moulding of the minds of youth toward obtaining those self-evident requirements which eventually result in establishing a foundation for business, we have received one on "The Making of a Merchant," written by Harlow N. Higinbotham, who in the number of years' devotion in trade channels has used his powers of observation to good purpose.

This volume is one of exceeding interest and should be in the hands of every youth who, starting on the lowest round of the mercantile ladder, will find the necessary encouragement on every page, and learn for himself by precept and example whether he is fitted by education and requirement to become one of the merchants of the future.

Speaking of his own experience, which gave the inspiration to prove the mentor, guide and friend to the embryo merchant, he refers to his own ability in modest language in the preface to the book: "It is for the aspiring young men who are animated by this spirit of tractability that these suggestions and comments are made by one whose views are the result of thirty-eight years of experience in unbroken connection with an enterprise that has had many changes in the personnel of proprietorship, and now has more than seven thousand employees. In the course of that service he has filled various positions, from the very humblest to that of part proprietor and manager. With the exception of his earliest years, all this period of labor has brought him into direct personal contact with the young employees, and the responsibilities of his position have compelled a daily and unremitting watchfulness of their conduct with the view to determining faults and mistakes which most beset the young adventurer into the mazes of commercial activity."

The contents of the volume, which is divided into XII chapters, is under the following heads: Laying the Foundation; Advancement in Business; The Qualities That Make a Merchant; Details That Spell Success; Buying Merchandise; The Treatment of Employees; The Department Store; Management of Department Stores; The Qualifications of a Good Credit Man; Difficulties and Dangers of Credit; Rewards and Humors of the Credit Desk; The Storekeeper's Credits and Collections.

We give the following extracts from the book, from the tenor of which the general scope and design may be readily traced. Under the division of "Advancement in Business" the author says: "In the first month of service in a large establishment every employe should become complete master of the general structure of the enterprise. That framework of organization by which the enterprise is sustained should stand out as clearly before the eyes of the boy or young man who has become a part of its mechanism as would the beams, sills, braces and other timbers of a cabin being built by his own hands and destined to be his lifelong home. Grand divisions, subdivisions and departments should be sharply defined, and their relationship understood. He should be able minutely, and without the omission of a single step or detail, to trace any article of merchandise from the moment of its arrival inside the house until it is in the hands of the customer. Not only this, but he should also be able to furnish an equally accurate and detailed narrative of the process, in the way of accounting, which accompanies and records the passage of this piece of goods from the receiving door to the shipping platform."

"After the boy, who has begun his apprenticeship, has learned the main points of the compass, and can trace any kind of goods on its journey from factory to consumer, he must still acquaint himself with the personnel of the establishment, and it is here that he will learn what gives the house its individuality, its points of difference from other enterprises in the same line of trade. And in proportion as he is able to discern the 'personal equation' of the house, of its officials and department heads, he will demonstrate his fitness for commercial life, which mainly is the game of judging human nature, and of following a well-ordered system and method of doing things."

\* \* \* \* \*

"Results are the final elements on which the man in mercantile life must rest his case. Reasons and excuses will not avail. Personally, I hold that no business man can afford to ignore the morals of his employees; but at the same time the man whose work yields large profits to the house with which he is connected generally has little fear that anything save a suspicion against his honesty will cause his firm to dispense with his services so long as he keeps his record as a profit producer. Therefore the men who make the greatest progress are those who can stand the test of the book of balances, who do not weary their

superiors with excuses for and details of unsuccessful undertakings, and who accept the responsibilities of their positions and abide by results. Salesmen who try to make up for lack of orders by voluminous correspondence telling why they did not sell the goods, do themselves harm instead of good through their epistolary efforts. The only kind of correspondence which does the salesman any great amount of good is that which is checked up in the shipping-room."

Under the head of "Details that Spell Success," he says: "Perhaps the most important thing which any merchant sells is that for which he does not make a direct or open charge. The name of this commodity is service. Nothing on his shelves or counters is of greater value and the quality of service which he gives his customers is just as vital to his success, perhaps more so, than is the quality of the goods which he sends out in his delivery wagon or puts into the hands of his customers. On the other hand, service is just as tangible a commodity as sugar or dress goods, and should be as carefully reckoned in his cost account as his bills for goods or his freight or insurance expense. It is not too much to say that good service is the most profitable thing which the merchant can sell, and that poor service is, by the same token, the most unprofitable thing that he can have about his store."

In fact, "The Making of a Merchant" forms a volume which anyone would enjoy adding to his library, and especially the boys just building up the character so necessary for the successful American. It is published by Forbes & Co., Chicago, Ill. Price \$1.50.

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dividual at home, this Safety Document File will be found the handiest thing imaginable. The cases open in such a way that the entire contents are exposed and are easy to get at for reference. When the case is closed, it forms a metal box finished in black enamel, gold striped, and is fitted with a good lock, having two keys. They are made in the two styles mentioned: No. 10 A, \$2.00, size 3 by 5½ by 10½ inches, closed, 25 pockets, 4½ by 10¾ inches; No. 20B, \$2.40, size 4¾ by 5½ by 10¾ inches, closed, 35 pockets, 4½ by 10¾ inches. Extra pockets, 30 cents per dozen.

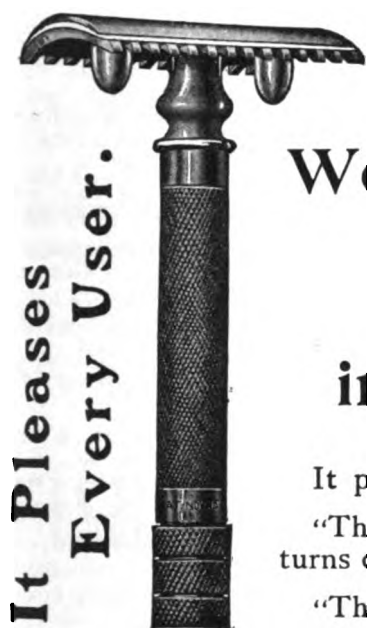
**ONEIDA HAMMOCK CHAINS FOR THE SUMMER SEASON.**

Among the numerous specialties of the Oneida Community, Ltd., the manufacture of chains has long been conspicuous. The making of hammock chains, therefore, is a very natural development of the business. These chains are being quite extensively featured this season in anticipation of a large Summer demand for hammock supports. The points in their favor are being forcibly presented to the trade by argument and illustration in the various trade publications. It is claimed that the chain is much stronger than rope, and it has been actually tested to the weight of five heavy men. In fact, the tensile strength of the chain has been estimated at 1,500 pounds. Its safety is one of the points emphasized. There is no danger of rust, as the chain is heavily galvanized. It is said to be very easy of adjustment, and to hold firmly without slipping. Dealers are supplied with free samples and attractive hangers for display. Chains are furnished in three lengths known as short, medium and long. The lengths are three, six and nine feet respectively. They are boxed attractively, each box containing a single set. The article makes a convenient shelf package.



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**12 BLADES, 24 SHARP EDGES,**  
Every blade will give from 20 to 40 close, smooth,  
comfortable shaves.

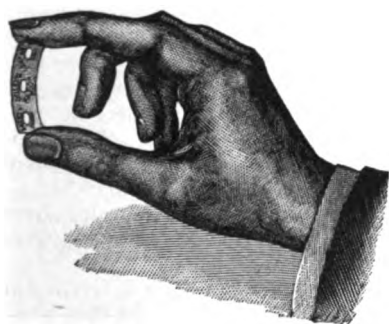
Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

Quadruple gold-plated set with 12 blades and monogram \$12.00.

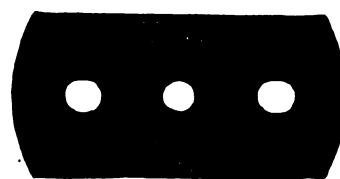
Standard combination set with shaving brush and soap in triple  
silver-plated holders \$7.50.

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edges, for sale by all  
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## HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Stores, Incorporations, Etc.

Aberdeen, Wash.—Foy & McClaymount have engaged in the Hardware business.

American Falls, Ida.—The American Falls Hardware Co. has been incorporated.

Fountain, Mich.—Fred Reek of this place has put in a stock of Hardware in the postoffice building.

Graham, Mo.—Crawford-Goff Hardware Company; capital, \$10,000. Incorporators: John H. Crawford, C. E. Goff, William E. Crawford and others.

Graham, Va.—Graham Hardware Company, Inc., C. E. Keister, president; W. M. Poston, vice-president; S. W. Keister, secretary and treasurer; M. G. Keister, M. H. Joston, all of Graham. Capital: Maximum, \$10,000; minimum, \$7,000.

Houston, Texas.—Roberts & Wilk Hardware Company; capital stock, \$20,000. Incorporators, Max Roberts, Louis Wilk and M. J. Nathan, all of Houston.

Livingston, Mont.—The Park County Hardware Company have filed articles of incorporation. The capital is \$50,000. Incorporators, C. S. Hefferlin, A. Laurenz, H. Berg, P. H. Murphy and J. H. Fuller.

Marysville, Ohio.—The Marysville Hardware Company. Incorporators: John F. Haggart, R. P. Roley, W. H. Zeigler, Chas. Bram, C. D. Webb and F. J. Asman. Capital, \$15,000.

New York, N. Y.—M. Weiss Hardware Co., Hardware and roofing; capital, \$8,000. Incorporators: Max Weiss and Rosa Weiss, No. 33 Amsterdam Avenue; William J. Kevan, No. 12 Amsterdam Avenue, all of New York.

Pittsburgh, Pa.—Goehring & Bartley Co., Hardware, etc.; capital, \$5,000. Directors, George F. Bartley, William H. Goehring, Pittsburgh; Edward C. Bartley, Mifflintown, Harrisburg.

Reardan, Wash.—The Reardan Implement, Hardware & Furniture Co. has been incorporated with a capital of \$25,000.

San Antonio, Tex.—The Praeger Hardware Co. has been incorporated with a capital stock of \$50,000.

Seattle, Wash.—The Rustad Hardware & Plumbing Co. has been incorporated with a capital of \$6,000.

Wetumka, I. T.—The Doak & Mackey Hardware Co. has been incorporated with a capital stock of \$15,000.

Willard, Kan.—The Willard Hardware & Lumber Co. has been incorporated with a capital of \$8,000.

### Changes and Improvements.

Almena, Kan. — The Atchison-Stout Hardware Co. has succeeded to the business of W. A. Stout.

Alton, Iowa.—Hoeven & Co. have sold their Hardware store to Braskamp & Idema.

Ashland, Ore.—R. P. Neills has sold his Hardware store to Beagle & Echeble.

Atchison, Kan.—The Alva Clapp Hardware Co. has succeeded to the retail de-

partment of the Blish, Mize & Silliman Hardware Co.

Atlanta, Ga.—The King Hardware Company has applied for a renewal of its charter. At a meeting of the stockholders, held recently, it was voted to make the capital stock \$1,000,000, of which \$250,000 had already been paid in.

Beckville, Tex.—J. J. McClelland & Co. have purchased the Hardware store of M. J. Shivers.

Colfax, Wash.—H. L. Moody has sold to William H. Southwood a stock of Hardware and general merchandise.

Cosby, Mo.—Anderson & Newburn has been succeeded in the Hardware business by J. P. Anderson.

David City, Neb.—J. Kiel has purchased the Hardware store of Ammon & Son.

Ellinwood, Kan.—Schartz & Petz have sold their Hardware store to George Morris.

Elmira, N. Y.—Glenn C. Wilder, who for the past twenty-two years has been associated with Barker, Rose & Clinton Company and their predecessors in the Hardware business in this city, has tendered his resignation as a salesman with that firm. Mr. Wilder, in conjunction with his brother, J. R. Wilder, is to purchase the Hardware business of F. Smith in Painted Post and will conduct that business as soon as the inventory is taken and negotiations completed.

Formoso, Kan.—The Dunton Hardware Co. has purchased the business of S. C. Bowles.

Frankfort, Kan.—J. C. Sample has sold his Hardware store to Dooley Bros.

Fredericksburg, Va.—The Dickson Hardware Company, which made an assignment a few weeks ago, has settled with its creditors and will resume business.

Gilead, Neb.—C. A. Beachler has sold his Hardware business.

Graham, Mo.—The Crawford-Goff Hardware Co. has succeeded to the business of the John H. Crawford Hardware Co.

Griswold, Ia.—George Schuler has purchased the Hardware store of M. C. Wilcox.

Hatton, Wash.—J. P. Strickler has sold his Hardware store to F. E. Emeply.

King City, Mo.—The King City Hardware Company has increased its capital from \$10,000 to \$16,000.

Kiowa, Kan.—T. C. Ritter has sold his Hardware store to F. L. Hunt.

Knoxville, Tenn.—An amendment to the charter of the House-Hasson Hardware Company has been filed, increasing the capital stock of the firm from \$100,000 to \$200,000. This company is located on Asylum Avenue beyond the bridge.

La Cygne, Kan.—The Axtell Hardware Co. has succeeded to the business of the Root Hardware Co.

Lahoma, Okla.—L. S. Cott has sold his Hardware store to O. H. Marx.

Mannford, I. T.—T. E. Shultz has purchased the Hardware store of S. B. Vickers.

Muscatine, Iowa.—Jacob Fisch & Sons will discontinue their Hardware business.

Mutual, Okla.—Clark Bros. have sold their Hardware store to T. Thomas.

Neola, Iowa.—R. V. Churchill has sold his Hardware store to F. J. West.

New Hartford, Iowa.—Ed. Fitch has succeeded to the Hardware store of Fitch & Plummer.

Norfolk, Neb.—W. W. Weaver has been succeeded in the Hardware business by Weaver & Coleman.

Oakdale, Neb.—Springfellow Bros. have purchased the Hardware business of Sanderson Bros.

Oak, Neb.—W. S. Price has sold his Hardware store to Montgomery Bros.

Olathe, Kan.—A. J. Clemmons has sold his Hardware store to Bert Gilbert.

Onawa, Ia.—Robert Whittier has bought the Hardware stock of Goodburn & Abild.

Paris, Tex.—Johnson & Rillingsley have been succeeded in the Hardware business by B. L. Rillingsley.

Prairie City, Ore.—F. M. Knight has been succeeded in business by the Knight-Hall Hardware Co.

Pueblo, Colo.—W. R. Cline has sold his Hardware store to A. McGowney.

Ravenwood, Mo.—Wm. Shunk & Son have purchased the Hardware business of Proctor & Proctor.

Rhineland, Wis.—Dunn & Wood Hardware Co. has filed an amendment increasing its capital stock from \$10,000 to \$25,000.

Roanoke, Mo.—Denny & Tribble have succeeded to the business of the Denny Hardware Co.

Scranton, Pa.—Foote & Becker, Hardware merchants, have purchased the building on Lackawanna Avenue, in which they have had their store, for the past nine years. The purchase price was said to be \$25,000.

Shenandoah, Iowa.—W. H. Sievers has sold his Hardware store to Morisey & Inahahn.

Sidney, Iowa.—Roscoe Van Eaton has purchased a half interest in the Anderson Hardware store of Anderson, owned and managed by Thomas Hutchison.

Toledo, Ohio.—Campbell & Cramer have purchased the Hardware stock of Harvey & McGregor, at 612 Front Street, and will close out the goods at once.

Union, S. C.—W. D. Beevley, who last year purchased the business of the Oetzel Hardware Company, has sold out to Clarkson Bros., who will take charge as soon as the stock-taking is completed.

Valley Falls, Kan.—Hunsley Bros. have sold their Hardware store to Alvin Griffiths.

Wapello, Iowa.—Otto & Gerth have sold their Hardware stock in this city. It is understood, however, that they will remain here.

West Point, Neb.—Jacob Haeffelin, the Hardware merchant, has purchased a brick store building on Main Street from the First National Bank, paying therefor the sum of \$7,000. He will move his stock of Hardware to the new location.

Wilkes-Barre, Pa.—Stanley I. Davenport has become the proprietor of the old and well-known Hardware store of F. E. Spry on Main street, opposite the First National Bank.





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servative line and  
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See pages 46 and 47.

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## HARDWARE MANUFACTURERS' RECORD

**Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.**

### New Incorporations, Etc.

**Adrian, Mich.**—Kruger, Collar and Kelp have formed a co-partnership for the manufacture of tools, fence knot dies and special machinery, and have equipped the building at 62 North Main Street.

**Bristol, Conn.**—The Dunbar Brothers' Company, which was recently incorporated to manufacture steel springs and light Hardware and which has a capital stock of \$70,000, has perfected organization. It has elected Edward B. Dunbar, president; W. W. Dunbar, vice-president, and C. E. Dunbar, secretary and treasurer. The company has taken over the plant and business of the partnership of Dunbar Brothers. Of the capital stock of the new corporation \$65,000 has been paid in the form of property and \$5,000 in cash.

**Bristol, Va.**—Bristol Stove and Foundry Company, Inc. H. R. Ripley, president; G. C. Harris, Cal George, Len George, all of Bristol. Capital: Maximum, \$25,000; minimum, \$5,000.

**Chicago, Ill.**—Cuthbert Electrical Mfg. Co. has been incorporated to manufacture electrical and Hardware specialties; capital, \$26,000. Incorporators: J. Cuthbert, G. E. Black, R. J. Frank, Chicago.

**Edgewater, N. J.**—New Jersey Stove Lid Company has been incorporated; capital, \$100,000. Incorporators: Elbert L. Barney, Fred Knowlton and Edgar A. Monfort.

**Independence, Mo.**—The Danielson Plow Company, which recently purchased seventeen acres of ground in Independence, plans to erect a \$250,000 plant there. W. D. Danielson, one of the principal stockholders, invented the improvements on the farming implements which the company will manufacture. The directors of the company are as follows: W. D. Danielson, Logan, Utah; S. O. Bennion, Independence, Mo.; Joseph Quinney, Logan; W. J. Roth, Kansas City, Mo.; F. W. Weego, Denver, Colo.; C. H. Hart, Logan, and one other to be named later. The officers are: W. D. Danielson, president; S. O. Bennion, vice-president; Joseph Quinney, secretary, and H. E. Hatch, treasurer. While the new plant is in course of construction the plant at Logan, Utah, will continue business and it is possible that arrangements will be made to keep the latter plant in operation permanently. The new plant is to turn out fifty plows a day and a proportion of other implements.

**Ironton, Ohio.**—The Ironton Tool Handle Mfg. Co. has been incorporated. Incorporators: F. E. Diederick, F. J. Ginn, F. McConnell, T. J. Gilbert and D. C. Davies. Capital, \$15,000.

**Milwaukee, Wis.**—Milwaukee Hardware Mfg. Co.; capital stock, \$25,000. Incorporators, Leonard W. Ashley, Emil Wangerin and William C. Loovsen.

**New Haven, Conn.**—The New Haven Machine Screw Co. has established a factory, manufacturing screw machine products turned from steel, iron and brass, and

special and standard screws. The company is equipped to do a general line of machine and tool work. J. J. Reidy, the general manager, was for seventeen years with Reynolds & Co., New Haven, and P. J. Ring, the superintendent, has had wide experience with the same firm and with other screw manufacturers. The company has taken a five years' lease of the factory at Mill Street and Saltonstall Avenue.

**New York, N. Y.**—The Domestic Utensils Co., capital, \$25,000. Incorporators: F. P. Simpson, L. J. Ellis, R. L. Griffiss, New York City.

**Niagara Falls, N. Y.**—The certificate of incorporation of the Hexagon Tool Company has been filed. The company will start business with \$10,000 capital. It has been incorporated for the purpose of manufacturing, purchasing and selling lathes and patents pertaining thereto. The directors are from Buffalo, Brooklyn, Boonton, N. J., and Dover, N. H.

**Niles, Mich.**—The Eager Mfg. Co. is erecting a brick factory near the Michigan Central depot for the manufacture of a patent stove pipe coupling that eliminates wiring, invented by Harry Eager. The company expects to begin operations soon. In addition to the pipe and couplings, the concern will manufacture furnaces and metal specialties. E. M. Herr is president of the company, Harold Herr, vice-president, and Mr. Eager, secretary and treasurer.

**Painesville, Ohio.**—The Metal Goods Mfg. Co. has been formed with a capital of \$25,000, and has commenced the manufacture of metal bindings and Hardware specialties. The incorporators are Max E. Meisel, R. Hitchcock, E. C. Mullen, D. E. Morgan and Fred F. Truhlar.

**Quincy, Ill.**—The Davis Current Motor Company has been incorporated with a capital stock of \$40,000. The company will manufacture tools and machinery, and the incorporators are: Albert H. Davis, Ralph P. Cady and Charles H. Achepohl.

**Sarnia, Ill.**—The Cody Mfg. Co., of Chicago, has located at Sarnia. The firm will engage in the manufacture of gas lights, oil stoves, etc.

**Syracuse, N. Y.**—Syracuse Wrench Company has been incorporated to manufacture wrenches and tools; capital, \$10,000. Incorporators: Jacob J. Albrecht, Edgar H. Lewis, Edward O. Yackel, William F. Albrecht, Syracuse, N. Y.

**Warren, N. Y.**—The Schellhammer Furnace and Stove Company will be an addition to Warren's business life soon. The company is officered as follows: President, Horace Grary; vice-president, C. Schellhammer; secretary and treasurer, C. J. Grary; manager, A. L. Schellhammer. The company is now engaged in installing necessary machinery for the manufacture of furnaces and stoves in the old pail factory building and a large force of men will soon be put at work.

**Waterbury, Conn.**—The Pilling Brass Co. has been incorporated with paid in capital of \$15,000. J. W. Pilling is president and treasurer, and J. L. Sweiger secretary, J. H. Pilling being the third director. The company will manufacture brass, German silver and copper, six inches and narrower

and 0.005 inches and thicker. The plant is already in operation.

**White Plains, N. Y.**—The Standard Stove and Repair Company, with a capital stock of \$50,000, has filed articles of incorporation. The list of directors includes, James C. and Thomas W. Fagan, John Barnett and William F. Ashley, Jr., all of New York, and John Blanchfield of Brooklyn. The purposes of the company are stated to be to manufacture and deal in stoves, ranges, boilers, heaters, furnaces, etc.

**Wilmington, Del.**—The State Department have issued certificate of incorporation to the Weather Proofing Nail Company, to engage in the manufacture of nails of all descriptions and to be retailers of builders' appliances. The incorporators are of Wilmington and the capital stock is \$100,000.

### Changes and Improvements.

**Cameron, W. Va.**—A change has been made at the Cameron Tool Company plant. Harry Berkley and Verne Monroe have bought the rest of the stockholders out and will hereafter conduct the business there on their own responsibility.

**Columbus, Ohio.**—The Union Fork and Tool Company, recently organized under Ohio laws to take over the United States Hoe and Tool Company of this city and the Continental Tool Company of Frankfort, N. Y., has opened downtown offices in Columbus, located in the fifth floor of the Union National Bank Building. G. W. Durel, general manager of the company, will be in charge of the offices.

**Evansville, Ind.**—The new \$10,000 warehouse being built by the Crescent Stove Co. at Park Avenue and the Belt railway, is nearly completed. It is of brick, three stories high.

**Fall River, Mass.**—Announcement has been made that the Mount Hope Iron Works at Somerset has been purchased by the Union Horseshoe Co. The property is located on the west bank of the Taunton River, about four miles above Fall River. It covers seven acres and includes a foundry, rolling mill, machine and carpenter shops, pattern shop, factory building, office building, store house and several tenement houses. Formerly the plant was devoted to the manufacture of nails.

**Middlefield, Ohio.**—The Ohio Nail Company has decided to rebuild its plant here and work will begin immediately.

**Munnsville, N. Y.**—The Munnsville Plow Co. has recently built a new foundry with more than double the capacity of the old one. It has been equipped with the most modern machinery, so that the company is in a position to work to the best advantage.

**Wichita, Kan.**—The capital stock of the Brooks Tire Machine Co. has been increased from \$100,000 to \$150,000. Owing to the rapid development of the business and the large demand for the machines, which has notably increased in the East, the company is now contemplating the establishment of a manufacturing plant at some convenient Eastern center, or the making of arrangements for the manufacture of its product in Eastern territory.



# HARDWARE TRADE NOTES

(Continued.)

## MANUFACTURERS RECORD

(Continued.)

Newark, N. J.—One of the industrial developments of recent date is that made by the managers of the Atha Tool Company, whose factory is on Chapel Street. Permits have been obtained from the building department to erect a two-story factory building on property recently purchased by that concern adjoining its present establishment. Accompanying the announcement that the company would construct this addition to its already extensive plant is another, that the company will at once construct the new building, and that as soon as it is completed another building will be built of the same size and cost, and when that is finished still another structure will be erected. The total cost of this enterprise is said to be in the neighborhood of \$120,000, each building to cost \$40,000. All the land has been purchased recently. The buildings will be constructed of concrete of the reinforced type of construction, and will be designed especially to meet the requirements of the company, which manufactures all kinds of machine and hand tools. These new buildings will be erected on Chapel Street.

New Orleans, La.—The McKay Patent Turpentine Cup Co., Hibernia Building, which has heretofore had its turpentine cups made by other parties, is about to erect its own plant. The plant will consist of two buildings, each 75 by 140 feet. This patent cup does away with the necessity of wounding the tree in drawing the sap or gum, and is also a receptacle for it.

Pittsburgh, Pa.—The recent flood at Pittsburgh delayed work on the additions which the Graham Nut Co. is making to its works at Neville Island, but it is expected to have all the new equipment installed and the addition in operation by July, at which time the output, which consists of nuts, bolts, rivets, washers, etc., will be doubled.

Richmond, Va.—The Southern Stove Works is making arrangements to build additions to its plant on the Hermitage road, which will nearly double the present output of 300 stoves daily. Work on the foundations for one of the buildings has been started, and the steel for the structure is expected daily. This building is to be a warehouse and will be fireproof, constructed throughout of brick and steel. In addition to the warehouse a brick manufacturing building, four stories high, will be built at the end of the present building. This enlargement is necessary to take care of the immense output of the foundry, which is 480 by 86 feet. The warehouse will be 90 by 80 feet.

Rockford, Ill.—Extensive additions to the plant of the Travern Pump Co. have been planned, which, when completed, will practically double its present capacity. Plans for these improvements, which will include the installation of new machinery, are practically completed, and will be ready for execution within a short time. A steady growth in business has made an increase of the company's output an imperative necessity.

Sharon, Pa.—At a meeting of the directors of the Penn Shovel Co. of Warren,

Ohio, held in this city, the resignations of Arthur Walton and George Fordyce, formerly president and vice-president of that corporation, were presented and accepted.

Waterbury, Conn.—The Mattatuck Mfg. Co., manufacturers of furniture nails, is adding a story to its present building, giving 45 by 145 feet of new floor area. The space will be occupied for the manufacture of the present line, the business having increased to such an extent during the past two or three years that the company is cramped for room.

Westville, Conn.—Work has been started on the addition to the factory of the Geometric Tool Company at the corner of Blake and Valley Streets. It will be a brick building, 30 by 16 feet large and one story high, with pitch gravel roof, and will be used for a boiler room. The cost of the building will be about \$600.

## BICYCLE ITEMS.

Tampa, Fla.—Place & Robinson; M. J. Robinson has sold his interest to E. L. Snyder; new style, Place & Snyder.

Worcester, Mass.—The Norton Co., Worcester, Mass., and Niagara Falls, N. Y., manufacturers of grinding wheels made of alundum, are to erect a large addition to their Worcester works. The building will be 100 by 200 feet and three stories, and will constitute an extension to what is known as plant No. 2 of the main works at Worcester. Seven kilns will be built in connection with the new building. The addition is one of the largest that has been made to the works for some time, and will permit of a large increase in output, which has become necessary because of the very rapid growth of the business of the company.

## TO CORRECT A LAMP TROUBLE.

Sometimes a defective oil-lamp which refuses to burn regularly may be set right by drilling a small hole in the filling cap thus admitting air to the font to take the place of the oil absorbed by the wick. In order to exclude dirt and also to prevent undue evaporation when not in use, it is well to drill the vent through the sides of the threads just under the flange of the cap, so that when it is screwed firmly into place, the hole will be closed, but by loosening it a couple of turns, air may be admitted without at the same time letting in any great amount of dirt.

## VERMONT WHEEL CLUB.

C. O. Robbin has been chosen president of the Vermont Wheel Club, of Brattleboro. The others elected were: W. A. Ryder, treasurer; L. G. Tasker, secretary; Harry W. Lawrence and Adin H. Pettie, auditors, and H. R. Randall, D. J. Stolte and Frank B. Putnam, directors.

## TO PREVENT OIL FROM STICKING.

One of those little tricks which save the rider some annoyance when handling heavy lubricating oil such as is used for motorcycle engines, is to rinse out the measure from which the oil is to be poured with a little gasoline, pouring it out before putting in the oil, but leaving the sides of the tin thoroughly wet. As a result, it will be found that the oil will not stick to the sides as it will do otherwise, but that it will flow freely, leaving the tin clean, and not dripping at the last as otherwise is apt to be the case.

## HOW SHOT IS MANUFACTURED.

Manufacturers of shot use a tower about 300 feet in height, in order that the melted lead (which is dropped from the top of the tower) may become congealed before reaching the bottom.

The lead, in the form of "pigs," is taken to the top of the tower and there melted in kettles, and upon becoming liquid is poured over a sieve through which it falls in drops. These drops, as they fall through the air, take a spherical shape, and upon reaching the bottom are received in a vat containing either water or oil. From this vat the pellets are removed to a machine which separates the different sizes. This machine, which somewhat resembles a bureau in appearance, and is so arranged that it will rock, contains a series of shelves, each of which is perforated to allow shot of a certain size to pass through. The arrangement of these shelves is such that the largest shot will stop at the first shelf, the next size on the second, and so on downward until the bottom is reached, where the smallest size is received. The size of the shot can also be governed by the size of the perforations in the sieve at the top of the tower.

## For Sale.

FOR SALE.—A small Hardware store in a fast-growing town; good locality; in Jersey, about twelve miles from New York. Will sell reasonable. Good cause for selling. W. J. M., care of HARDWARE.



## GODDARD'S MOP PRESS

The best machine made for drying a mop. Nothing to get out of order; only four pieces in it. The most simple, durable and efficient on the market.

ALL MALLEABLE IRON

Sells on Sight. Warranted One Year

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Arcade Building

AKRON, OHIO.



## BICYCLE AND SPORTING GOODS RECORD

**Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.**

### **New Stores, Incorporations, Etc.**

Boston, Mass.—The H. & G. W. Lord Co. has been incorporated for \$150,000 to manufacture seines, nets, etc.

Caledonia, N. Y.—Hackett & Gatewood is a new firm of bicycle repairers.

Chicago, Ill.—Among the latest additions to Chicago's list of manufacturing industries is the Weckler Boat Co. (Adam J. and Adam F. Weckler), builders of launches and all classes of sail and row boats. The works and main office are located at 222-226 West Irving Park Boulevard, where an extensive site has been secured, accessible from all parts of the city, by all trolley lines, the Irving Park Boulevard line forming the connection.

Chicago, Ill.—A new company dealing in athletic and sporting goods, base-ball and foot ball uniforms, in fact, everything for ball players and athletes, is the Athletic Uniform Co., with headquarters at 84-86 Washington Street. C. A. Ritter, formerly with the Chicago Sporting Goods Co., and Stall & Dean, is manager of the company.

Chicago, Ill.—The Motorcycle Supply Co. is the style of a new concern which has commenced business at 3513 Prairie Avenue. It proposes to handle everything for the motorcycle and its rider.

Deposit, N. Y.—James Schermerhorn, has opened a bicycle and repair shop in the Walley Block, Front Street.

East Taunton, Mass.—A retail sporting goods store has been opened by Horace A. Vaughan.

Ellicott Creek, N. Y.—E. I. Ross, Tonawanda, N. Y., will operate a motor boat factory in connection with his dry dock.

Iron River, Wis.—The Farmers' Hardware Co., besides conducting a general wholesale and retail Hardware business, will cater to the sporting goods trade of that city.

Mansfield, Mass.—W. D. Lyman & Co. has opened a new store in the Billings block.

New York, N. Y.—Sports, Ltd., which was recently formed to retail bicycles, motorcycles and motorcycle supplies has been incorporated under New York laws, with \$10,000 capital and has opened its store at No. 1775 Broadway. Palen Nelson is president of the new concern, and John G. Bogen treasurer and manager.

Omaha, Neb.—The Walter G. Clark Co. will soon start a general wholesale and retail sporting goods store.

Parkersburg, W. Va.—The Parkersburg Rod and Reel Co. has been formed with a capital of \$50,000.

Providence, R. I.—The Metallic Shell and Tube Co., recently incorporated at \$150,000, is the owner of a number of valuable patents for metal working, including the manufacture of metallic stampings, tubes, rods, shells, etc. Under the patents the company are fully protected in the manufacture of cartridge shells, tubing,

rivets, etc., by a method which, it is claimed, will save approximately 75 per cent. of the present cost.

Quincy, Ill.—A general sporting goods store and motorcycle agency has been started by H. A. Geise at 719 Main Street.

Richmond, Va.—Samuel Steiner & Bro. have just moved into a new store at 1441 East Main Street, and will handle a complete line of sporting goods.

Saratoga Springs, N. Y.—A complete sporting goods store has been started by Rhoderick McLennon.

Waco, Tex.—The Holt Kodak and Sporting Goods Co. has been incorporated with a capital stock of \$4,000, by Peter Williams, C. H. Hooper and J. W. Whitworth.

Westfield, Mass.—A firm to manufacture fish lines, whip snaps, etc., has been incorporated for \$8,000, by Robert H. Austin, Charles B. Warren and Eva S. Wright. It will be called the Austin-Warren Co.

### **Changes and Improvements.**

Brenham, Tex.—A. M. Krueger, of Belleville, Texas, has bought out the gunsmith and repair shop of C. F. Luedeke & Co., corner of St. Charles and Quitman Streets.

Burlington, Vt.—R. C. and A. H. Smith, wholesale dealers in sporting goods, at 68 Church Street, under the firm name of Smith Bros. for several years, have dissolved partnership, R. C. Smith having bought out his brother.

Ceresco, Neb.—C. G. Dahlstrom & Son, dealers in sporting goods and a small line of Hardware, have been succeeded by Dahlstrom & Nelson.

J. A. Shusterman, who operates two sporting goods stores in Altoona, Pa., will soon locate another one in Sunbury.

Milton, Wis.—Carl Gray has sold out to E. R. Starks.

New York, N. Y.—Henry C. Squire's Sons, 44 Cortlandt Street, have secured the New York agency for the well-known Mullins boats.

New York, N. Y.—On account of the destruction of "The Old Gun Shop," John P. Dannesfelser will be forced to locate at No. 97 Chambers Street, where he will resume business. Mr. Dannesfelser was the successor of A. G. Genez.

New York, N. Y.—Owing to the increased demand for all kinds of athletic goods bearing the trade-mark of Wright & Ditson, that company has been forced to find larger and more commodious quarters, locating at 18 West Thirtieth Street, between Broadway and Fifth Avenue. This will put them in the heart of the business section of the town and will be the means of giving them a larger field. Besides carrying on their regular wholesale business they will also vie with the other members of the retail sporting goods fraternity of the metropolis who have become so numerous of late.

New York, N. Y.—The Union Firearms Co., of Toledo, Ohio, have given the right of being their New York agents to John S. Leng's Sons, corner of Murray and Church streets, who will keep in future a complete line of the products of the Toledo house.

Norwich, Conn.—The Hopkins & Allen Arms Co., well-known manufacturers of firearms, has filed a formal announcement of an increase in its capital stock from \$262,000 to \$500,000. This action was taken to enable them to carry out their extended plans for enlargement.

Oakton, Ky.—J. E. Crowe has succeeded the sporting goods business of Crowe & Berry.

Richmond, Va.—The Watkins-Cottrell Co., one of our largest mercantile houses, have added a large and complete line of sporting and athletic goods and will in the future cater to the sporting fraternity.

San Francisco, Cal.—A. G. Spalding & Bros. have re-established their store on the site formerly occupied by them on Geary Street, between Grant Avenue and Stockton Street. This is the first firm of the kind to locate downtown. In conjunction with their well-stocked stockrooms and salesrooms, they have added a factory to the establishment, where everything necessary to the athlete will be manufactured.

Savannah, N. Y.—William Day has bought the Farrand bicycle repair shop.

St. Louis, Mo.—George H. Rawlings, who along with Chas. W. Scudder founded the Rawlings Sporting Goods Co., in 1897, has severed his connection with that firm and will in the future be recognized as a member of the sporting goods department of Geller, Ward & Hasner, 412-14 North Fourth Street.

St. Louis, Mo.—The Harry R. Geer Co., which has been so prominent in the past few years in their attempts to make the motorcycle as popular as possible in this city, have discontinued business in their retail store at 1017 Pine street and will conduct a factory in the future for the manufacture of motorcycles at Halls Ferry Road and McLauren Street, where they are now installed.

St. Louis, Mo.—The Neustadt Automobile and Supplies Co., having located in large and commodious quarters at 3948-3950 Olive Street, will make a bid for the motor boat, canoe and lamp trade. This firm started in business several years ago at Ninth and Spruce streets, manufacturing only the heavy parts of the automobile, neglecting the motor trade entirely. But, however, it was not long before the opportunities which this field offered were noticed by them and when they located at 826-830 South Eighteenth street, they added this branch of business and as the firm has grown, the line has gradually been increased until now, in this new location, there is so much space for a show room that they will be enabled to carry as large a line as may be desired.

St. Louis, Mo.—The Rawlings Manufacturing Co., headed by C. W. Scudder and William Whitley, formerly of the Rawlings Sporting Goods Co., has purchased the building and ground located at 2301-09 Lucas Avenue, where they will have the facilities for manufacturing all kinds of athletic goods, and will confine their business to the supplying of jobbers only.



**3 in One****TELLS ITS OWN TALE**

Read the label on the bottle---try the contents and it will give positive proof of its bestness for its 30 and 1 uses.

**50 to 100 % Profits**

on small and large sizes. The question remains: How many do you need?

Ask your Jobber for trial order.

**G. W. COLE CO.**  
42 Broadway  
NEW YORK

**HAMILTON RIFLES****For Quick Sales and Quick Profits**

We show herewith our latest and newest type

**MODEL 27 PRICE \$1.50**

Exceedingly simple hammer action of few parts.

Automatic Ejector which releases shell when barrel is "broken down."

Length over all, 30 ins. Barrel 16 ins. long, having front knife sight, open rear adjustable sight, and chambered for R. F. 22 caliber short and long cartridges.

The outer jacket of barrel and all working parts are of steel, having a beautiful blue black gun finish, the stock and forearm being so designed as to give symmetry and style not usual in moderate priced rifles. Tapered barrel.

Weight 2 1-2 lbs. Packed in cases of ten each, weight of case being 30 lbs.

The strongest and most accurate and durable moderate priced rifle ever offered.

Send for Circular describing Models No. 23, Bolt Action Type, \$5.00; No. 19, Lever Action, \$2.00; No. 15, Lever Action, \$1.50

**THE HAMILTON RIFLE CO.**  
Plymouth, Mich., U. S. A.

**PELOUZE POSTAL SCALES**

Invaluable to the Office, Store and Home. They tell instantly the exact cost of postage in cents on all classes of mail matter. Warranted accurate. Made in several sizes.

|                |                |        |
|----------------|----------------|--------|
| National.....  | 4 lbs.....     | \$8.00 |
| Union.....     | 2 1/2 lbs..... | 2.50   |
| Columbian..... | 2 lbs.....     | 2.00   |
| Star.....      | 1 lb.....      | 1.50   |

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|-----------------------|----------------|--------|
| Mail and Express..... | 16 lbs.....    | \$5.00 |
| Commercial.....       | 12 lbs.....    | 3.75   |
| U. S.....             | 4 lbs.....     | 2.50   |
| Victor.....           | 1 1/2 lbs..... | 2.00   |

Trade supplied through principal Jobbers. For sale by Leading Dealers. Send for Catalog "P."

**PELOUZE SCALE & MFG. CO., 118-130 West Jackson Boulevard, Chicago.**

Manufacturers also of Pelouze Celebrated Family Scales.

**Tool Chosts**

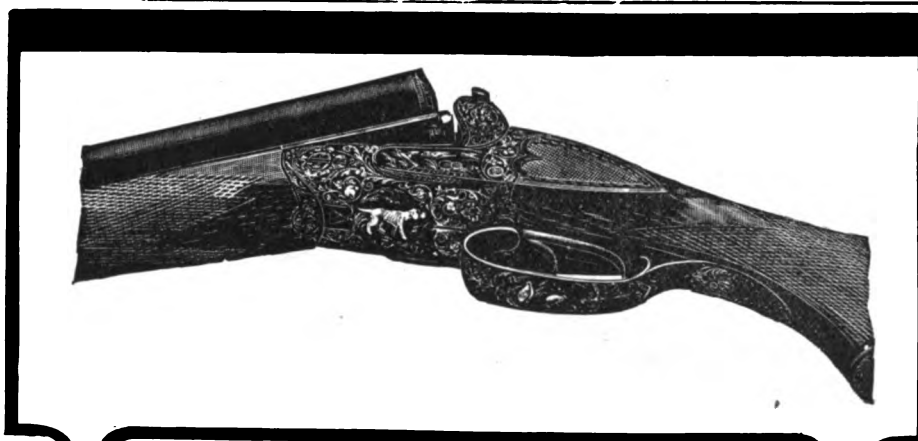
All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

**AMERICAN TOOL CHEST CO.**  
200 West Houston St., New York, U. S. A.



There's Profit for the Dealer in

**SAUER GUNS**

They are best guns he can handle, from all standpoints. Send for our offer.

**SCHOVERLING, DALY & GALES**  
302 AND 304 BROADWAY, NEW YORK

**FRYING-PAN CLOCKS**

are made of real Frying-pans, the bottom of the pan being used as the face. They come in two sizes—10 inch with raised brass figures and 6 inch with painted figures, and with one and eight day movements.

Also Program, 60 Day, Calendar, Electric, Synchronised and Watchman's Clocks.

Send for Catalogue No. 587

**The PRENTISS CLOCK IMPROVEMENT CO.**  
Dept. 58, 92 Chambers St., N. Y. City.

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## SPORTING GOODS SPECIALTIES

### HAMILTON RIFLE, MODEL NO. 27.

This latest and distinctly new type of Rifle is made by the Hamilton Rifle Co., Plymouth, Mich. It has a hammer action exceedingly simple and of few parts, and an automatic ejector which releases shell when the barrel is "broken down." When the shell is inserted and barrel closed, the thumb-piece is thrown



HAMILTON RIFLE, MODEL NO. 27.

to the right and securely locks barrel, at the same time bringing firing-pin into alignment with hammer. A solid breech-block



SHOWING THE RIFLE WHEN RELOADING.

makes the action absolutely safe from rear explosion of a defective shell. The barrel is bronzed and rifled with great care under their exclusive patents, and has a built-up steel jacket, making it unsurpassed in strength, durability and accuracy, with no liability of rust from pitting, and very easily cleaned.

The outer jacket of barrel and all working parts are of steel, having a beautiful blue-black gun finish, the stock and forearm being so designed as to give symmetry and style not usual in moderate-priced rifles. The length over all is 30 inches. The barrel is tapered, 16 inches long, fitted with front knife and open rear adjustable sight, and chambered for R. F. .22 calibre short and long cartridges. Weight, 2½ pounds, packed in cases of ten each, weight of case being 30 pounds.

### HARRINGTON & RICHARDSON ARMS CO.'S NEW REVOLVER, MODEL 1906.

Harrington & Richardson Arms Co., Worcester, Mass., are placing on the market through the Hardware and Sporting Goods trade a new revolver, Model 1906, .22 caliber, Rim Fire, 7 shots,



MODEL 1906, 7 SHOTS.

of which we give an illustration. It is intended to be marketed at the same price as their "Young America," and is considered a marvel in revolver construction for the price at which it is sold. The weight is 10 ounces, and is furnished with 2½, 4½ and 6 inch octagon barrels, adapted to the following Rim Fire cartridges: .22 short, .22 long and .22 S. W. long.

### "READY BROKE" BOYS' BASE-BALL OUTFIT.

The Consolidated Sporting Goods Mfg. Co., 44 North Tenth Street, Philadelphia, Pa., have catered to the demand that has existed for a Base-Ball Outfit for boys, to retail at a price as moderate as \$1.00. We give an illustration of the "Ready Broke" Glove herewith. It is as described, of genuine buckskin, fully guaranteed, and has already received the commendation of the trade largely in its favor as a good seller. These gloves are



"READY BROKE" GLOVE.

made in Gloversville, where they make no mistake in glove-making, and insure the retailer a good profit. The company show a "Winning Hand" in the accompanying cut, composed of




"THE WINNING HAND."

sample cards which they furnish on receipt of a postal-card request, which will bring all the cards needed. Among the Base-Ball Suits they recommend the 6 W Suit as being a sure winner.

The Base-Ball Uniform Department of this company has more than trebled itself this season, and they state that they have had calls for samples of their Ready Broke Glove from almost all the professional players, all of whom speak very highly of the same. The company are now busy working on samples of gunners' clothing, striking bags and boxing gloves. The samples will be ready about May 15th.





**The "FOLLETT"**  
NUMBERING MACHINE  
PRICE \$5.00  
STYLE OF IMPRINT  
**123456**

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.  
**CUSHMAN & DENISON MFG. CO.**  
240-2 W. 23d St., New York City.

**Barrett Glass Cutters**  
Best in quality. Unsurpassed as sellers.  
Get prices from  
**W. L. Barrett, Bristol, Conn.**



**10 lb. Screw Top Tins in 100 lb. Cases.**

**THE TANITE CO.**  
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**THE SCHWEDTLE STAMP CO.,**  
MANUFACTURERS  
Fine Hand Cut **STEEL LETTERS and FIGURES.**  
Send for Catalogue. **BRIDGEPORT, CONN.**

**THE POSTED DEALER KNOWS that**

**H & R** gives greatest revolver value for the money. The new **H & R DOUBLE ACTION REVOLVER MODEL 1906**



**MODEL 1906**

is no exception to this rule. It is surprisingly good for the price. Surprisingly cheap for so good a revolver. Is a thoroughly well made, durable and serviceable arm. Light in weight, only ten ounces, and small in size, it is particularly adapted for those who desire a safe and efficient revolver at a moderate price. An ideal noise-maker for the Glorious Fourth. Safe for a boy to handle and has none of the disadvantages of the dangerous toy pistol. It is being extensively advertised for 4th of July trade and like the other models of this revolver is destined to have a tremendous sale. Order of your jobber early.

**H & R**  
Greatest  
Revolver  
Value for the  
Money.

**Specifications:** 22 Caliber, Seven Shot, Rim Fire, Double Action; 2½ in. barrel, finest nickel finish. Also made with 4½ in. and 6 in. barrel.  
**The Celebrated H & R HAMMERLESS is always a good seller.**

*Write for Catalog of Revolvers and Single Barrel Shot Guns.*

**HARRINGTON & RICHARDSON ARMS CO.,**  
**315 PARK AVENUE, WORCESTER, MASS.**

**THE FISHERMAN**  
Finds great pleasure in using

# KINGFISHER LINES

His imagination can not conceive anything better. He knows that KINGFISHER LINES are strong, pliable, wear well, will not kink and offer him the variety of colors, textures and weights that the utmost needs of his sport demand.

Once a fisherman uses KINGFISHER LINES he ties up to them for good and all time.

## DEALERS. TAKE NOTICE!

Here is a chance for you to create desirable and profitable trade. Cater to the fisherman. He is a good spender. KINGFISHER LINES will interest him in **QUALITY** and pave the way for many other profitable sales of Fishing Tackle for you.

Our trade is permanent and uniform in character because the dealer's trade in KINGFISHER LINES is permanent and uniform. Our interests are therefore mutual.

We sell direct to jobbers only.  
Get our catalogue NOW.

**E. J. MARTIN'S SONS**  
10 HILL ST.  
Rockville, Conn.



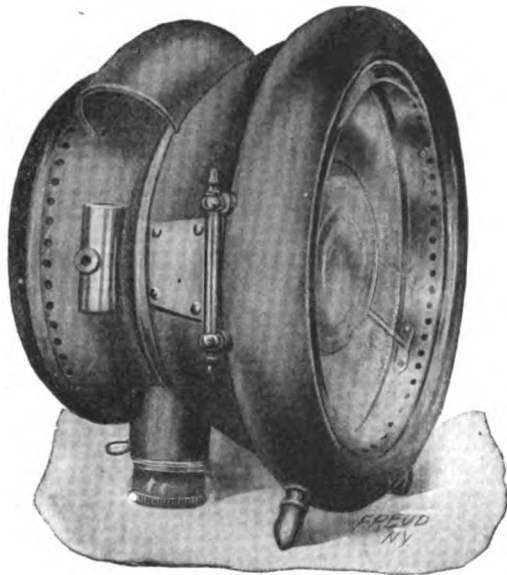

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## AUTOMOBILE SUNDRIES RECORD

### THE PHOEBUS LAMP, MODEL "B," PARABOLENS.

The Manhattan Screw and Stamping Works, West End Ave-

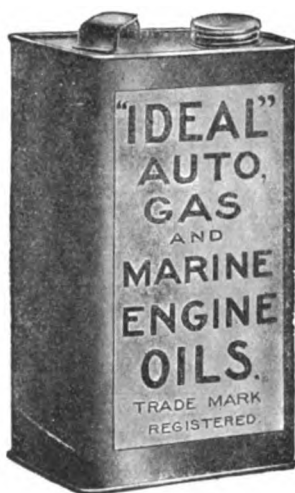


THE PHOEBUS LAMP, MODEL "B," PARABOLENS.

ue and 67th Street, New York, among the many lamps for the use of automobiles, are making the Phoebus, Model "B," which is a Parabolens Lamp, with or without back door, an illustration of which is given herewith. This model "B" is made of heavy brass throughout, joined with massive hinges and catches. The Lamp is equipped with imported polished bull's eye, rigidly screwed in door, and allowing of easy access for cleaning purposes. This model, as well as all other Phoebus Lamps, will be equipped with the Von Schwartz Burner. The Lamp is furnished with or without Bail.

### "IDEAL" OILS.

W. S. Sheppard, 21 Lawrence Street, Newark, N. J., is the manufacturer of the "Ideal" Oils for the automobile, motor boat and gas engine supply trade. These oils are the result of the combined experience of a refining expert and an engineer who has had over twenty years' practical experience with gas and gasoline engines, experimenting with and testing oils for this



particular purpose. They are high fire test, high viscosity, which protects the pistons, piston rings and cylinder walls from excessive friction and abrasion. A low cold test gives minimum fluid friction. They do not foul ignition devices, ports, valve seats and valve stems, allowing valves to seat properly and en-

gines to retain normal compression and maximum power. The "Ideal" oils have the following characteristics: Enough body or combined capillarity and viscosity to keep the surfaces between which they are interposed from coming in contact under maximum heat and pressure; the greatest fluidity consistent with the preceding requirement; that is, the least fluid friction allowable; the lowest possible co-efficient of friction under the conditions of actual use; that is, the sum of two components, solid and fluid friction a minimum; a maximum capacity for receiving, transmitting, storing and carrying away heat; freedom from tendency to decompose or to change in composition by gumming or otherwise on exposure to the air or while in use; entire absence of acids or any other properties liable to produce injury to the metals with which they are brought in contact; a high temperature of vaporization and of decomposition and a low temperature of solidification; special adaptation to the conditions as to speed and pressure of rubbing surfaces under which they are to be used; freedom from grit and all foreign matter.

### THE DE LUXE SPARK PLUG.

In presenting a spark-plug proposition to the Hardware trade, it is quite essential that the Plug be one of merit. It does not take much of an apparatus to create a spark in the cylinder of any engine, but to create a hot spark and have the spark plug remain clean and efficient and durable is the thing that must be taken into account. The same spark plug that would prove satisfactory on a stationary engine when you come to use same on an automobile or motor boat proves another proposition. The De Luxe Spark Plug is built upon mechanical principles by a mechanical engineer with the assistance of a chemist, both of whom are members of the De Luxe Mfg. Co. Attention is called first to the porcelain core of this plug. Note the amount of insulation carried. This core will not leak out under a coil with a high-tension resistance of between 125,000 and 150,000 volts. Second, this plug carries a "floating" core, no part of it coming into contact with the shell at any place. This allowance is made for contraction and expansion of the shell, thus guarding against breakage of porcelain. Note the opening in core (or air gap.) This not only serves as insulation (air being a non-conductor) but at each exhaust of the engine the gas is drawn down through opening with such force that it keeps the sparking points clean and free from "soot," thus making the plug not only oil and soot proof, but eliminating the possibility of short circuiting, so that when you have overcome these features you can deliver a clean, hot spark at all times, and as an engine or motor is no better than its ignition, if you have a plug of De Luxe calibre you increase the efficiency of the engine, which in turn adds value to your car or launch. All parts of the De Luxe plug are made interchangeable. A tapered thread on end of plug meets the demand for a plug that will fit a cylinder that is new, worn, tapped over or under size. This is a feature that should be well considered. The central electrode or central wire of the De Luxe porcelain plug carries a sparking point made from a secret formula, and will not disintegrate under excessive heat, standing a fusing point of 2600 degrees F., showing more durability with less corrosion than platinum, and allows a continuous and uninterrupted spark. The De Luxe people make besides their standard 1/2 inch pipe thread Porcelain Plug, a metric size; also a Mica Plug 1/2 inch standard and metric autocar size, Winton size and Cadillac cores. There will soon be a large demand put upon the Hardware trade for auto parts, and it will stand them in hand to equip themselves with the best that is going in that line. For further information send for their Catalogue H. Address De Luxe Mfg. Co., Buffalo, N. Y., U. S. A.

### JOSEPH DIXON CRUCIBLE CO.

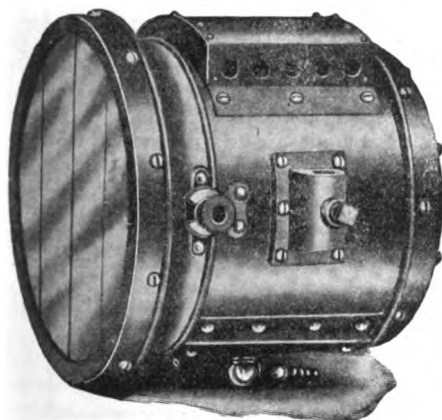
At the annual meeting of the stockholders of the Joseph Dixon Crucible Co., Jersey City, N. J., the old board, consisting of Edward F. C. Young, John A. Walker, Edward L. Young, William Murray, George T. Smith, Joseph D. Bedle and George E. Long, was unanimously re-elected. The board of directors re-elected the former officers, namely, E. F. C. Young, president; John A. Walker, vice-president and treasurer; George E. Long, secretary. Judge Joseph D. Bedle was also re-elected as counsel.



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They are good things, and you should know about them.

They are the best of their kind, and if there is anyone in the world who wants the best, it is the Autoist.

Especially when sold at a moderate price, as is the Phoebe.

We also manufacture an excellent line of **AUTO SUN-DRIES**, which includes Exhaust Horns, Tire Holders and Extensions, Tire Pumps, Oil Guns, Horn Screens, Flexible Metallic Tubing, etc.

**OUR 1907 CATALOG** describes them all. Send for it.

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WORKS. 251 West 67th Street  
New York City**

HARDWARE

*Phoebe*  
THE LAMP OF QUALITY

### Automobile Supplies



The demand this year for motor supplies will be greater than ever, and by putting in a small line of these goods you can make money.

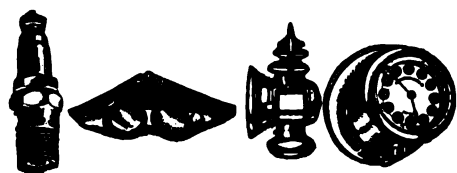
We can tell you just what you should handle and can supply you with everything at lowest wholesale prices.

Better get in line immediately before it is too late.

Catalogue sent to interested parties.

Write us now. We are glad to give any information within our power.

**PIERSON MOTOR SUPPLY CO.**  
1175 BEDFORD AVE., BROOKLYN, N. Y.



### "SOOT-PROOF"

## SPARK PLUG

The best selling Plug on the market.  
Does not deteriorate and cannot short-circuit.  
It's life is practically unlimited.

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IS A  
TRADE  
BUILDER

It is reliable  
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satisfaction  
in every  
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The Plug of  
all Plugs.

Retails for  
\$1.00.

Send for  
discounts.



The Hardware and Auto Sundries Dealer should sell this Plug because it has so many easily understood points of value, and is so worthy of recommendation.

**G. A. MEZGER  
INC.**  
Manufacturers  
40 W. 60th St.  
N. Y. City

National Sales  
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296 Broadway  
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IT'S STRONGEST  
POINT-IT ALWAYS SPARKS



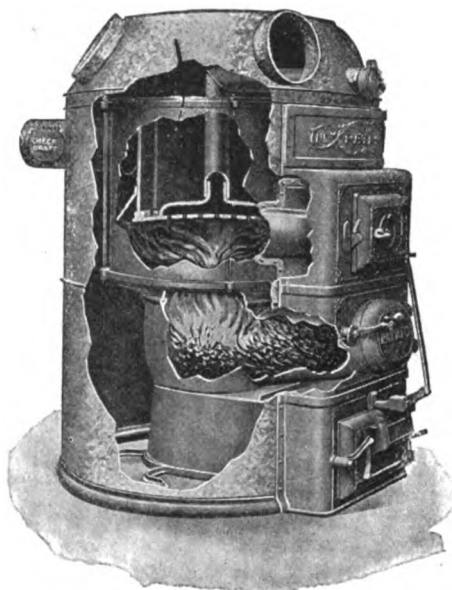
## STOVE MANUFACTURERS' RECORD

### THE PATRIC FURNACE COMPANY.

The Patric Furnace Company, Springfield, Ohio, are the manufacturers of a line of Warm Air Furnaces, which show some considerable improvements over anything they have gotten out previously. We give an illustration of this furnace, which, together with a partial description of the improvements, is taken from the "Blue Booklet" just off the press, and which precedes the issuing of their large general catalogue which they have now under way. They ask your attention to the following special points in the construction, which are of great importance.

#### THE RADIATOR.

The radiator is that portion of the furnace above the fire-pot. Notice the simplicity of construction: A cylinder within a cylinder, with fire surface between; no flues to choke up; no horizontal surfaces to collect soot and ashes. All of the radiating surface is upright and therefore positively self-cleaning. A deflecting plate encircling a portion of the inner cylinder prevents the direct exit of the products of combustion and directs their course around the radiator; therefore saving and radiating all the heat possible. Not only has this construction proven itself highly efficient in radiating qualities, but the absolute simplicity and freedom from complicated mechanism, makes it, we believe, the most durable on the market.



THE PATRIC FURNACE.

#### FIRE-POT AND COOKING MAGAZINE.

Here is the great and exclusive point of excellence in the "Patric" Improved Furnace over all others. Attached to the fire-pot is a commodious chamber which forms the coking and smoke-burning magazine. This is without doubt the most scientific and practical device ever offered for the burning of soft coal and consuming the volatile portion of the smoke and gases. In addition, it is a great convenience when using hard coal, coke or wood.

#### THE HOT BLAST.

Cast upon the top of the lower head of the inner radiator is a chamber, the bottom of which is perforated to admit heated air into the combustion chamber directly on top of and downward into the fire. This air is supplied by means of a pipe extending from the outside of the top of the casing inward to the center of the radiator and downward connecting to the chamber. (See illustration herewith.) This device is the "Patric" Hot Blast. It aids combustion and helps to consume the smoke. It is unique and positive in action and has the advantage of having no parts in the fire to burn off.

#### THE ASH PIT.

The Ash-Pit of the "Patric" Furnace is deep and roomy. An ash pan is provided with each furnace (except the larger sizes) furnishing a most convenient and cleanly means of removing the ashes from the furnace and cellar.

#### THE GRATE.

The "Patric" grate is the simplest on the market and one of

the best. It is of the "shaking and dumping" type. This grate can be removed from the furnace in ten seconds, and a new one put in its place in the same amount of time, by any one using the furnace.

#### MATERIALS.

Nothing but the very best of materials enter into the construction of "Patric" furnaces. We operate our own foundry and make our own castings which are of high grade.

### THE DOUBLE BLAST HEATER.

Stratton & Terstegge Co., Inc., Louisville, Ky., are manufacturing a Double Blast Heater possessed of innumerable advantages over other stoves of similar design, which we take pleasure in laying before our readers, using the material prepared by them, telling as it does its many points in moderate language. We give herewith an illustration of this Heater, which has double tubes with down draft, and is a wood heater perfectly air-tight and safe from fire.

One of the strong features of the double blast is the fact that it has no opening at the bottom of the stove, no danger of children opening the doors and setting fire to the house, or burning themselves. The user can leave home, have a good fire and, returning, the house will be found safe, warm and comfortable; besides, the more openings there are in an air-tight stove, the

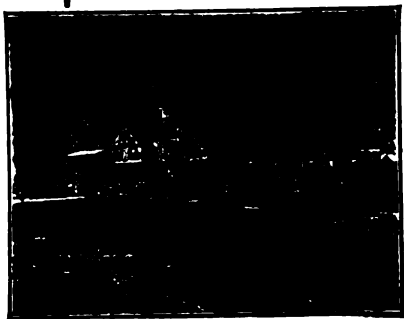


THE DOUBLE BLAST HEATER.

more danger there is of air leakage. This stove has no draft or other openings except on the top of the stove. Second.—The ashes are taken out of the stove at the top with a scoop-shovel made especially for this purpose. In this connection, it must not be overlooked that this down-draft heater consumes the largest possible percentage of the fuel, so that it is not necessary to take ashes out of the stove often. Once in two weeks is sufficient. Third.—The down-draft on this heater is double, consisting of two tubes, as against the insufficient single tube, and as the draft is stronger than on any other wood stove made, it can be controlled to a nicety, giving any degree of heat desired, and rendering it possible to keep fire any length of time within reason, and, best of all, it can be operated without stooping down. Fourth.—The air is heated to a high degree by passing down the hot tubes, then coming in contact with the flames consumes the smoke and gases, which ordinarily pass out of the flue. Therefore, it will be found to be a great fuel saver. Fifth.—Our double blast heater will keep fire from twenty-four to forty-eight hours, and it is not hot one minute and cold the next, a complaint common to many sheet-iron stoves. This stove will maintain an even heat by regulating the dampers. The double blast heater is well and carefully made by experienced workmen, and is lined from the bottom to the top of the stove, has cast-iron protecting plate on the inside of the stove where the blast is strongest, and is made plain or in polished steel or Russia iron, with or without nickel trimmings, and will meet the demand for a high-class stove at a moderate price.



## Profitable Heating



KELSEY HEATED, near Providence, R. I.

### The Man Who Makes Money

in the heating business to-day is not the man who is selling any kind of a furnace at competition prices, but is the one who is striving to get the best kind of results, and sells his customers a heater that pleases them and brings him more business.

The day is gone by when heating contracts are secured simply by being the lowest bidder,

### 30,000 KELSEY Warm Air Generators

have been sold since 1889—and every year because of the good results secured, the sales increase. Not only this, but the Kelsey System is being installed in the very finest class of residences, churches and schools, and are becoming so well known that Kelsey dealers everywhere are soliciting the best kind of heating work, and are securing contracts at prices not made to meet any kind of competition.

### There's Only One Warm Air Generator

Why not write us about the Agency Proposition?  
800 dealers are now selling.  
It might pay you to act quickly.

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This is the  
verdict of all  
merchants  
who are hand-  
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### OHIO COMBINATION STEAM COOKER and BAKER

The Ohio Cooker is being advertised in magazines having a circulation of over ten million women, who are interested in a kitchen device that will save kitchen drudgery, reduce their fuel bills 50%, and save as much more in time, labor and provisions. It cooks all articles of food deliciously, and it makes tough meat tender.

We are getting thousands of inquiries in from every town in the country from our advertising. All inquiries where we have local dealers are referred back to the dealer. Handsome display cards are furnished, together with a fine Electrical Display Stand, also a supply of literature. A handsome 48 page catalogue and price list giving discounts, will be mailed you on application.

Don't fail to write immediately, and secure the agency for this great money maker. Address,

**The OHIO COOKER CO.**  
600-17 JEFFERSON AVE., TOLEDO, OHIO.



## THE MOTOR HIGH SPEED BALL BEARING WASHING MACHINE

### THE MACHINE WITH A RECORD.

Thousands of these machines already in the hands of the consumer. Sold on the Exclusive Agency Plan only. Our Positive Guarantee goes with each machine.

#### OUR GUARANTEE

"If this machine is not perfectly satisfactory to your customer at the end of 30 days' use, you may return it to us at our expense, and receive full credit."

Initial shipment will be sent ON APPROVAL to reliable dealers only.

It will only cost you *ONE CENT* for postal card to find out whether you can secure the Agency for this machine in your city. Write today for terms and prices, as tomorrow may be too late.

**MICHIGAN WASHING MACHINE CO.**  
MUSKEGON, MICH.



**BARBED WIRE IN BRAZIL.****REDUCTION OF DUTY WHEN IMPORTED BY AGRICULTURISTS.**

Consul-General George E. Anderson, of Rio de Janeiro, furnishes the following information relative to the reduction in import duties on barbed wire fencing and on agricultural implements or machines when imported direct by Brazilian agricultural interests and by State and municipal governments.

The Brazilian government in 1904 so increased the duty on barbed wire that the trade in this article in the entire country was greatly crippled. The further increase in 1905 practically destroyed the trade. The law given effect in the current year reduced the duty to a theoretical ad valorem of 5 per cent., or, with the extras and incidentals, an actual duty of about 10 per cent. ad valorem. This rate of duty, however, applies only to the wire when it is imported "by agricultural syndicates or directly by farmers, agents, or other agricultural enterprises, directors of cattle farms, or State or municipal governments."

**HOW AMERICAN FARMERS COULD INCREASE BUSINESS.**

As a matter of fact, the same rate of import duty applies to almost all articles for farm use, agricultural implements, machinery for sugar and similar establishments, most industrial machinery, railway machinery for plantation use, portable engines, cotton ties, and the like, of use and benefit to plantation owners. It is plain that if American manufacturers interested in these lines had agents here who could and would get in touch with the fazendeiros or plantation owners, there would be a good opportunity for business, the low tariff rate bringing many things within the range of consumption which are beyond consumption when the exceedingly high duties are imposed. How high these duties are in some of the classes may appear from that on barbed wire, barbed wire being of especial importance in this connection, because it has been the center of agitation and negotiation, commercial and governmental, for lower duties, and also because there has been an actual lowering of the duty this year.

When imported by a commercial house for sale in the ordinary manner barbed wire pays a duty of \$2.07 in American gold upon 100 pounds. The duties are assessed upon the gross weight, not net, and the importer pays the same duty on the wood reels as he does on the wire. Yet even this duty is something of an improvement over the prohibitive rates of over 123 per cent. enforced last year.

It is to be hoped that the concession to the agricultural interests allowing them to make such importations for their own use at favorable rates of duty can be taken advantage of in some manner, and what is true of barbed wire is true of agricultural implements and appliances generally. The demand for such goods is great, but what demand there is, under present conditions, is probably to be met very largely by sales through agents direct to consumers.

**TIMEPIECES IN NORWAY.****DECLINE IN THE AMERICAN TRADE AND THE REASONS THEREFOR.**

Consul Felix S. S. Johnson, of Bergen, writes as follows concerning the clock and watch trade of Norway and the means by which lost American trade can be regained:

Ten years ago American clocks were in great demand at this place, but since then there has been a gradual falling off until now one can hardly find an American clock in the whole city of Bergen. On inquiry I find that the causes for the decline in this trade are many, and these can be remedied by our manufacturers, should they desire to regain the market for their goods in Norway. First, no care is taken to make the clock ornamental. As a dealer explained to me, the American clock has a plain wooden case with no carvings or ornaments; besides, the dial could be improved. I found on examination that the clocks manufactured in Germany (now controlling the market) have neatly carved cases, with faces of metal, engraved dials and figures.

The works in the American clocks are better than those of the German make. It thus seems that it is the appearance of the article which catches the eye of the purchaser, as it is going to be an ornament not in his office, but in his home. Another fatal mistake made by Americans is that of having a general agent in Hamburg. If an agent for Norway is desired, why should he not be located in Norway?

The clocks imported from Germany are made in the Black Forest, in the Grand Duchy of Baden, where wood is easily obtained, where carving is one of the leading industries, and where low rates for labor prevail. It is suggested that importers starting business be given the benefit of export prices and a limited time in which to make payments; also that the goods are properly packed at the factory.

American alarm clocks have made their appearance in this market, and I believe they will find ready sale, as they are re-

tailed at eighty cents apiece, which is within the reach of all classes of people.

**AMERICAN VS. GERMAN WATCHES.**

American watches do not sell as well as they did years ago. Formerly three makes could be purchased in most any store; now it is only one movement with cases purchased in Pennsylvania. The orders for these watches are sent through a general agent in Germany, who, after deducting his commission for the sale, transmits them to the American manufacturer.

Germany leads in the sale of cheap watches, which can be bought at about \$4, with cases of silver. The good American watch as a timepiece has no equal and is preferred by those who can afford to buy it. Dealers tell me that it does not pay to handle the very cheap American watches, as the repairs on them exceed the profit realized.

In Norway a watchmaker does not carry a general line of goods. He does not sell jewelry, eyeglasses, etc., but confines himself to the sale of clocks and watches; an optician sees to eyeglasses, and the silver and gold smith to jewelry, silver, or plated ware. The customs duty on watches is 26.8 cents each; the duty on clocks varies from about 19 to 27 cents per 2.2 pounds. The watchmakers in Bergen, with whom American exporters can correspond, are listed at the Bureau of Manufactures. The consul suggests that all correspondence be done in the Norwegian language and catalogue and price lists be made likewise.

**THE TIMBER SUPPLY.****THREE TIMES AS MUCH TIMBER USED EACH YEAR AS THE FOREST GROWS.**

Every person in the United States is using over six times as much wood as he would use if he were in Europe. The country, as a whole, consumes every year between three and four times more wood than all of the forests of the United States grow in the meantime. The average acre of forest lays up a store of only ten cubic feet annually, whereas it ought to be laying up at least thirty cubic feet in order to furnish the products taken out of it. Since 1880 more than 700,000,000,000 feet of timber have been cut for lumber alone, including 80,000,000,000 feet of coniferous timber in excess of the total coniferous stumpage estimate of the census in 1880.

These are some of the remarkable statements made in Circular 97 of the Forest Service, which deals with the timber supply of the United States and reviews the stumpage estimates made by all the important authorities. A study of the circular must lead directly to the conclusion that the rate at which forest products in the United States have been and are being consumed is far too lavish, and that only one result can follow unless steps are promptly taken to prevent waste in use and to increase the growth rate of every acre of forest in the United States. This result is a timber famine. This country is to-day in the same position with regard to forest resources as was Germany 150 years ago. During this period of 150 years such German States as Saxony and Prussia, particularly the latter, have applied a policy of government control and regulation which has immensely increased the productivity of their forests. The same policy will achieve even better results in the United States, because we have the advantage of all the lessons which Europe has learned and paid for in the course of a century of theory and practice.

Lest it might be assumed that the rapid and gaining depletion of American forest resources is sufficiently accounted for by the increase of population, it is pointed out in the circular that the increase in population since 1880 is barely more than half the increase in lumber cut in the same period. Two areas supplying timber have already reached and passed their maximum production—the Northeastern States in 1870 and the Lake States in 1890. To-day the Southern States, which cut yellow pine amounting to one-third the total annual lumber cut of the country, are undoubtedly near their maximum. The Pacific States will soon take the ascendancy. The State of Washington within a few years has come to the front and now ranks first of all individual States in volume of cut.

At present but one-fifth of the total forest area of the United States is embraced in National Forests. The remaining four-fifths have already passed or are likely to pass into private hands. The average age of the trees felled for lumber this year is not less than 150 years. In other words, if he is to secure a second crop of trees of the same size, the lumberman or private forest owner must wait, say, at least one hundred years for the second crop to grow. As a rule, such long-time investments as this waiting would involve do not commend themselves to business men who are accustomed to quick returns. But the States and the Nation can look much farther ahead. The larger, then, the area of National and State control over woodlands, the greater is the likelihood that the forests of the country will be kept permanently productive.





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### On the Ideal Combination Steam Cooker and Baker

Why? Because our advertisements in the best popular magazines are seen by 24,000,000 women—it's well advertised, and the best advertised article is known the best—sells the best—brings quickest profits.

If you are not handling the "IDEAL"—try a sample lot—display them—"talk 'em up." Sell but one, and if that one sale won't bring you a dozen others it will surprise us.

The "IDEAL" is a time-trouble-labor-food-and-fuel saver. That's why it sells so quickly.

Send for special proposition and 48-page booklet.

**Toledo Cooker Co.,** 1337 West Bancroft St.  
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## TRIUMPH RANGES

LIVE UP TO THEIR NAME



### Mail Order Competition

Has no terrors for the dealer who handles them.

### THEY DEFY ANY AND ALL COMPETITION

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| No. 8 or No. 9-16 with Res. and H. Closet..... | \$18.00 |
| No. 8 or No. 9-18 with Res. and H. Closet..... | 20.00   |
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Be sure to write for Catalogue, as well as our Special Offer to Stove Dealers.

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## Hundreds of Dollars

have been made by dealers through selling

### COULTER JR. SHOE HOLDER

Do you handle it? If not, GET BUSY and claim your share.

The field is far from supplied yet. There is room for all.



Abundant profits await you. Get our booklet and prices.

The Coulter Jr. has changeable lasts for men's and women's shoes. Detachable wall bracket. For high and low shoes alike. Dressing can be applied in any way. Retail for \$1.00.

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WORKS CO.  
WIRE CLOTH  
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BUFFALO, N.Y.**

Artistic  
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### Hardwaremen's Exchange

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of **SIDE LINE OFFERED**, **SIDE LINE WANTED** and **ALL OTHER NOTICES**, two cents per word. No ad. received less than three lines

#### MALE HELP WANTED

**WRITE** us to-day for "The Right Man in the Right Place," telling how we find high-grade positions for capable men. Offices in twelve cities. **HARGOODS**, 305 Broadway, N. Y.

**WANTED**—Salesmen to sell architects, hardware dealers, ship and car builders, a folding coat and hat hook to be built into walls of dwellings and conveniences. Ornamental. Ask for pamphlet. The Clift Co., 212 Cuyahoga Bldg., Cleveland, Ohio.

A **GOOD** opening for factory in manufacturing of Milk Cans, Creamery and Dairy Tinware. Have a good opening to get a bonus and land near Chicago. I have the business to sell all the goods manufactured. Address Box 28, Arlington Heights, Ill.

**FOR SALE**—Complete and up-to-date stock of Hardware, Furniture and Farm Implements. About 50 miles from Chicago. Doing good business. Will bear investigation. Address, Hardware and Furniture; care of **HARDWARE**.

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**SECURE**  
PROTECTION AND LONG  
SERVICE BY USING OUR  
**ASPHALT ROOFING**  
SAVES REPAIRING  
SAVES RECOATING  
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Send for Samples and Pamphlet  
**STOWELL MFG. CO.**  
JERSEY CITY, N. J.

**THE SCHWERTLE STAMP CO.,**  
MANUFACTURERS  
Notary, Lodge and Corporation Seals.  
Send for Catalogue. **BRIDGEPORT, CONN.**

For the Hard-to-Reach  
Places:

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Threads pipe in the ditch, under the floor, in the corner, overhead, etc.

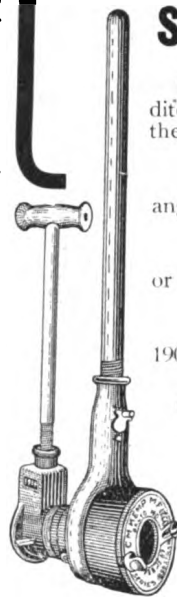
Works easily in any angle.

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Specialties**

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Old  
Reliable  
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is the highest grade of single jet type of torch made.  
Constructed of the best quality heavy brass and being the first torch of its kind ever placed on the market, it is the favorite among all classes of mechanics.

You would not want a more profitable seller. Guaranteed.  
Write your Jobber or us.  
Price of No. 12 \$3.25. Get our Catalog.  
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**BARTHEL  
KEROSENE  
TORCH**

Single charge, 1 pint of kerosene. Flame, 7 inches long from mouth of flame tube. Will melt 1/4 inch copper rod in 1 1/2 minutes. Gun metal flame tube. Positively the safest, best constructed and most economical torch made. COMBUSTION PERFECT.

Send for catalogs or Torches, Fire Pots and Stoves

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OLD SOUTH BUILDING  
BOSTON, MASS.

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STENCILS—BURNING BRANDS—  
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NEVER BREAK**  
(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by  
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TAILORS' SHEARS,  
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Especially adapted for Hardware Stores.

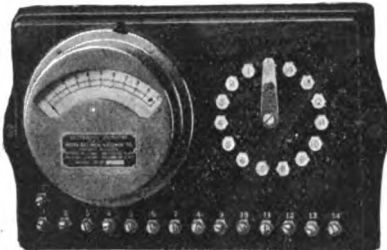


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Ask about the new **noiseless track.**  
Highest award World's Fair.

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**THE BICYCLE STEP LADDER CO.,**  
65 Randolph St., CHICAGO, ILL.

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**Electrolytic Voltmeter**



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Special Bulletin describing the instrument and giving prices can be obtained upon application.

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afford you the largest profit and your customers the greatest satisfaction. Keep abreast of the times by selling these handsome durable shingles. Send for further particulars and catalog.

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with American Manufacturers  
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It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

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**ELECTRIC FANS FOR CEILING, DESK, WALL OR COLUMN, ANY VOLTAGE.**  
ALSO WATER MOTORS AND BELT DRIVEN FANS

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**Take off your hat to The Myers!**  
BEST PUMP ON EARTH.



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**HAY UNLOADING TOOLS**  
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Steel Track, Aluminum Finish.



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**The AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

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Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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The householder insists upon buying the PHILADELPHIA Mower because he knows it will serve him well.

His neighbor's PHILADELPHIA is evidence enough for him that he will get full value for his money and a machine that will last year in and year out.

PHILADELPHIA Mowers are perfect Mowers. They are the result of our thirty-eight years experience as Mower manufacturers. We are the largest makers of high-grade mowers in the world.

Many new and striking features in this year's line.

We make seventeen styles of Hand Mowers and five styles of Horse Mowers. Send for our 1907 Catalogue.

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INVERTED  
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## NINE-TENTHS SAVED

of the cost of Electricity and gives as brilliant a light.

**They sell easily**, and make a rich window display.

For the home, office, store, school or public building.

We furnish attractive show card, and make special prices to the trade.

**ONE TENTH THE COST**

**MANHATTAN SCREW AND STAMPING WORKS**  
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## ELECTRIC COOKING and HEATING APPARATUS


For household or industrial purposes are creating a stir wherever introduced or used. Why? Because they differ in appearance in no way from utensils heated by gas or other means and are as simple to operate—in fact more simple—for

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attached to any lamp socket and connected with any "Prometheus" apparatus—Irons, Kettles, Stoves, Chafing Dishes, Water or Food Heaters, Radiators—will heat them in less time, at less cost and less labor than any other apparatus on the market. No Smoke, No Soot—No Danger from Fire or Explosion—But more profit.

**You ought to carry this line this year.  
Ask us about it.**

**THE PROMETHEUS  
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part of wisdom to stock up with Garden Hose with a reputation for hard service—

## Voorhees Garden Hose

A single trial order will convince you of this. Repeat sales will follow because claims for defect are not made.

We make Rubber Hose, Belting, Packing, Rubber Mats, Matting, etc., of Superior Quality.

Send for catalog and prices.

**Voorhees Rubber  
Mfg. Co.**  
Jersey City, N. J.





There's Nothing to Fear From the Elements  
when your roof is covered with



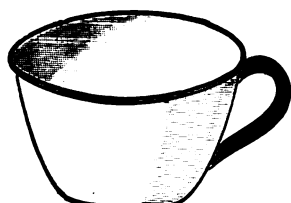
32 POUNDS COATING

## ROOFING TIN

In case of fire from without it does not ignite; from within, it soon smothers the flames; wind cannot get under; rain cannot beat through; a snow load—the worst of all pressures—creates no damage, while freezing and hail will not crack or destroy this superior commodity.

Think over all other roof coverings and see if such claims can be truthfully made for any of them; then take into consideration the moderate cost and long life of MF Tin and decide for yourself which is the most practical material for you to use. Our booklet "FROM UNDERFOOT TO OVERHEAD" tells how MF is made. We want you to have a copy, and will gladly send it if you will write.

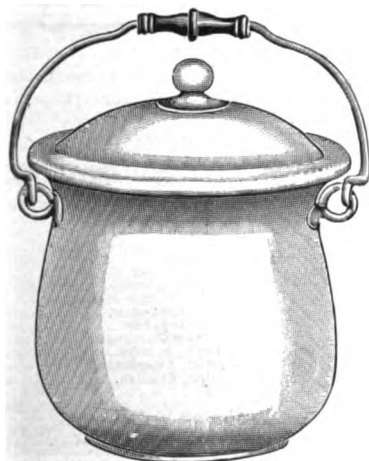
American Sheet & Tin Plate Company,  
Frick Building, PITTSBURGH, PA.



No. 508 CUP.



No. 509½ SAUCER.



No. 847 COMBINET.

## White Steel Enameled Ware

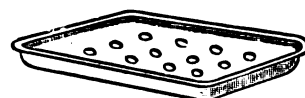
For Summer Camp  
Supplies, Hospitals and  
Public Institutions.

Our line is most complete, our prices reasonable and the profits large enough to pay you for pushing them this season.

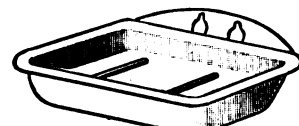
Be convinced—send for catalog, prices, and see!

The GEO. H.  
BOWMAN CO.

New York: 39 Murray St.  
Cleveland, Ohio.



No. 511½ SOAP.



No. 513 MUGS.



No. 512 EWER.

No. 506 BASIN.

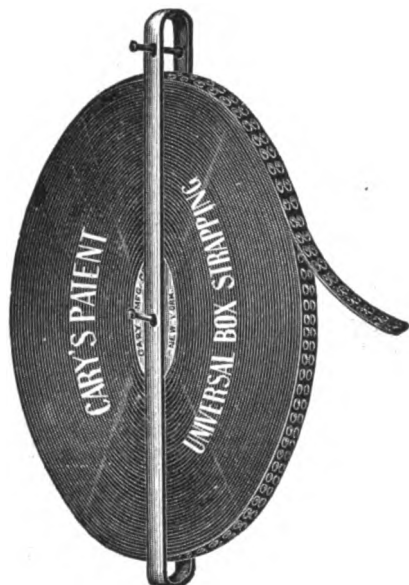
Mention this magazine when corresponding about this ware.

Please mention HARDWARE when writing to advertisers.



## CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



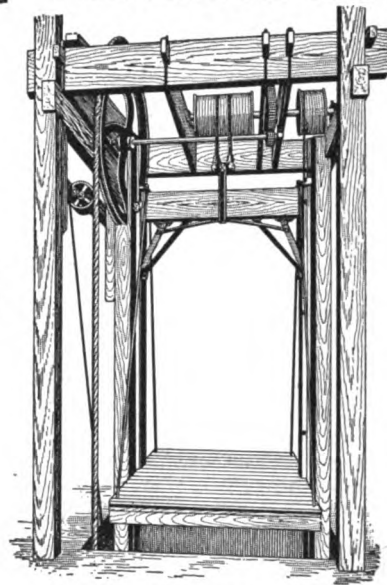
Put up in coils 300 feet each.  
Patent Metal Reel Frame with each coil.  
Straps made in four widths:  $\frac{1}{2}$ ,  $\frac{3}{8}$ ,  $\frac{1}{4}$  and  $\frac{1}{8}$  inch.  
Patented in all countries.

**CARY MFG. CO.,**  
19 & 21 Roosevelt Street, New York.  
Cable Address: CARLEIO

## Elevator Repair Bills

Reduced 25% by using

## THE EATON & PRINCE



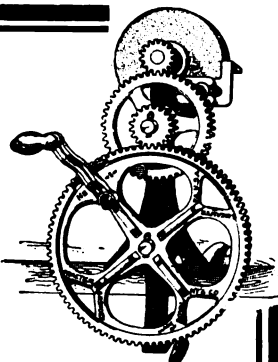
Center Lift Store Hoist

### We Pay the Freight—You Install Elevator Yourself

We will ship this Elevator direct to you, freight paid and you can install it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that EATON & PRINCE means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.  
We are also extensive makers of Passenger and Freight Elevators, for direct and alternating current. Send for catalogue.

**EATON & PRINCE COMPANY**  
70-76 MICHIGAN STREET, CHICAGO.

Say "Good-bye"  
to the  
**GRINDSTONE.**  
ITS DAYS  
ARE OVER.

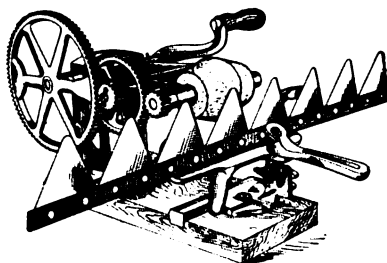


OUR GRINDERS are fitted with wheels of the finest **ALUNDUM**, the hardest, sharpest and most durable abrasive material known to science.

**ALUNDUM** is adapted for every possible kind of grinding and polishing.

OUR GRINDERS are made in various sizes for foot or hand power. Useful in the kitchen, store, workshop or farm. Every grinder is fully guaranteed.

WRITE FOR OUR CATALOGUE. IT WILL TELL YOU ALL ABOUT THE WONDERFUL **ALUNDUM**.



Liberal discounts to the trade.

**ROYAL MFG. CO.**  
282 E. Walnut St.  
**LANCASTER PA.**

THE HEATH HARDWARE CO., Monroe, N. C.

# SOLD

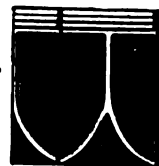
## Several Car Loads of Cortright Metal Shingles

and made a good big profit during 1906. So did a number of others. Don't you want to join them in 1907?

Write for prices and particulars.

## Cortright Metal Roofing Co.

524 Walnut St.  
PHILADELPHIA, P. A.



### PAINTS, OILS AND COLORS.

#### Oils

Linseed, City, raw, in barrels, \$ gal. .... 45c  
Linseed, City, boiled, in bbls. .... 45c  
Out of Town, on spot, \$ gal. .... 45c  
Calcutta, raw, in barrels, \$ gal. .... 70c  
Lard, prime city, \$ gal. .... 72c  
Lard extra, No. 1. .... 47c  
Lard, No. 1. .... 40c

#### Paints and Colors

Barytes, Foreign floated, \$ ton .... \$18.50 to \$20.00  
Barytes, American floated, \$ ton .... \$19.00  
White Lead, American, dry, in bbls., \$ lb. .... 65c  
White Lead, American, in oil, in lots of less than 500 lbs., \$ lb. net. .... 75c  
In lots of 500 lbs. and over, \$ lb. .... 75c  
White Lead Eng., in oil, \$ lb. .... 85c  
Zinc, American dry, \$ lb. .... 55c

Putty, Commercial—\$ 100 lb. in bladders ..... \$1.70 to \$1.85  
in bbls or tubs ..... 1.20 to 1.40  
in lb. to 5 lb cans ..... 1.45 to 1.65  
in 15 lb kegs ..... 1.10 to 1.20

#### Spirit Turpentine

In regular bbls., per gallon ..... 71c to 71 1/2c  
In machine bbls. " " ..... 71 1/2c to 72c

#### Dry Colors

Blue, Chinese. .... \$ 1.25  
Blue, Prussian ..... 80c to 85c  
Blue, Ultramarine ..... 1.15c  
Sienna, Italian, burnt & powdered ..... 80c to 85c  
Sienna, Italian, raw & powdered ..... 80c to 85c  
Umber, Turkey, burnt ..... 80c to 85c  
Umber, Turkey, raw ..... 80c to 85c  
Green, Chrome, ordinary ..... 1.15c to 1.16c  
Indian, Red, American ..... 80c to 85c  
Indian, Red, English ..... 80c to 85c

#### Colors in Oil

Black Ivory, best ..... 1.80c to 2.00c  
Blue, Chinese ..... 80c to 85c  
Blue, Prussian ..... 80c to 85c  
Blue, Ultramarine ..... 1.15c to 1.16c  
Sienna, burnt ..... 80c to 85c  
Sienna, raw ..... 80c to 85c  
Umber, burnt ..... 80c to 85c  
Umber, raw ..... 80c to 85c

Please mention **HARDWARE** when writing to advertisers.



# PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

## Ammunition

| CAPS—PERCUSSION— |              |
|------------------|--------------|
| Eley's E. B.     | 52@55c       |
| G. D.            | per M 34@35c |
| F. L.            | per M 40@42c |
| G. E.            | per M 48@50c |
| Musket           | per M 62@63c |

| PRIMERS—                                   |     |
|--------------------------------------------|-----|
| Herdan Primers \$2.00 per M.               | 20% |
| R. L. Caps (Sextant Shells) \$2.00 per M.  | 20% |
| All other Primers per M. \$1.52 to \$1.60. |     |

| CARTRIDGES—                  |        |
|------------------------------|--------|
| Blank Cartridges:            |        |
| 32 C. F.                     | 10@54  |
| 38 C. F.                     | 10@54  |
| 22 cal. Rim.                 | 10@54  |
| 32 cal. Rim.                 | 10@54  |
| H. B. Caps. Con. Ball, swgd. | \$1.90 |
| H. B. Caps. Round Ball       | \$1.40 |
| Cent. Fire                   | 25%    |
| Target and Sporting Rifle    | 15@105 |
| Primed Shells and Bullets    | 15@105 |
| Rim Fire Sporting            | 50%    |
| Rim Fire Military            | 15@54  |

| SHELLS, EMPTY—                      |       |
|-------------------------------------|-------|
| Brass Shells:                       |       |
| First quality, all gauges           | 60@55 |
| Climax, Club, Rival, 10 and 12 gge. | 65@54 |

| Paper Shells:                                                                                                       |       |
|---------------------------------------------------------------------------------------------------------------------|-------|
| Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.                                                     | 25@54 |
| Hine, Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge. | 20%   |
| Climax, Union, League, New Rival, 10 and 12 gauge.                                                                  | 25%   |
| Climax, Union, League, New Rival, 14, 16 and 20 gauge (\$7.50 list).                                                | 20%   |
| Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.                                                           | 35@54 |

| SHELLS, LOADED—                    |          |
|------------------------------------|----------|
| Black Powder                       | 40%      |
| Smokeless Powder, medium grade     | 40@54    |
| Smokeless Powder, high grade       | 40@10@10 |
| SHOT—                              |          |
| Drop, up to 14 25 lb bag           | \$1.90   |
| Drop, 16 and larger, per 25 lb bag | 2.15     |
| Drop, 25 lb bag                    | 2.15     |
| Chilled, 25 lb bag                 | 2.15     |
| First Shot, 25 lb bag              | 2.35     |

| GUN WADS—# 1000—           |             |
|----------------------------|-------------|
| H. E., 11 up               | \$ .60      |
| H. E., 9 and 10            | .70         |
| H. E., 7                   | .80         |
| H. E., 5                   | 1.00        |
| P. E., 11 up               | 1.00-154    |
| P. E., 9 and 10            | 1.25        |
| P. E., 7                   | 1.50        |
| P. E., 5                   | 1.50        |
| Ely's B. E., 11 and larger | \$1.70@1.75 |
| Ely's P. E., 12 to 20      | \$3.00@3.25 |

| Animal Pokes       |          |
|--------------------|----------|
| Iowa Farming Tools | per doz. |
| Hawkeye            | \$3.25   |
| Western            | 4.00     |

| Anti-Rattlers                             |             |
|-------------------------------------------|-------------|
| Fernald, Quick Shift, per doz. pair, net. | \$2.00      |
| Burton's, per doz. pair, Nos. 2 and 5.    | 50c         |
| Per doz. pair, No. 1.                     | 75c         |
| Per doz. pair, No. 4.                     | 1.00        |
| Kohler's                                  | per (Gro.)  |
| Daisy, No. 4                              | Net. \$4.80 |
| Perfect, No. 2                            | Net. 6.00   |
| Bolt Holder, No. 1                        | Net. 8.40   |

| Anvils                             |           |
|------------------------------------|-----------|
| Eagle Anvil, per lb, net.          | 8½c       |
| Hay-Budden, Wrought                | 9½@99½c   |
| Peter Wright's                     | 11@11½c   |
| Trenton                            | 9.1-2@9½c |
| Columbian, all steel, per lb, net. | 9½c       |

| ANVIL AND VISE COMBINED—    |                 |
|-----------------------------|-----------------|
| Miller's Falls (with drill) | \$19.00, 15@104 |

| Augers and Auger Bits             |            |
|-----------------------------------|------------|
| Boring Machine Snells             | 70c        |
| Com. Auger Bits                   | 75@75½c    |
| Forster Pat. Bits                 | 25c        |
| Forster Auger Bit Co.             |            |
| Auger Bits                        | 40@40½c    |
| Machine Bits                      |            |
| C. E. Jennings & Co.:             |            |
| D'ble Spur pattern car, No. 30    | 40@7½c     |
| Robles Double Spur, No. 32        | 52         |
| No. 10, Extension Lip             | 25c        |
| Car Bits, No. 10                  | 25c        |
| Car Bits, No. 30                  | 40@7½c     |
| Ring Augers                       | 65½c       |
| Jennings' Pattern                 | 50@104@90c |
| Snell's Auger and Car Bits:       |            |
| Extra                             | 50@104     |
| No. 1                             | 60@104@105 |
| Russell Jennings' Augers and Bits | 25@104½c   |

| HOLLOW AUGERS—          |            |
|-------------------------|------------|
| Ames                    | 25@105     |
| Bonney's Adjustable     | 45@50@50   |
| Hibbard's Adjustable    | Net prices |
| Ives                    | 25@105     |
| Miller's Falls, Goodell | 15@7½@105  |
| Universal, each \$4.50  | 90c        |

## EXPANSIVE BITS—

| C. E. Jennings & Co., Steers' Pat. | 33½c        |
|------------------------------------|-------------|
| Clark's small                      | 40@105      |
| Clark's large                      | 40@105      |
| Ives' Model, per doz.              | 50c         |
| DOUBLE CUT GIMLET BITS—            |             |
| Common, net.                       | \$3.00@3.25 |
| German Pattern, net.               | \$4.50@5.75 |
| Mayhew's Diamond, per doz.         | \$1.25      |
| Snell's Bell Hangers               | 40%         |

| TWIST DRILLS—            |               |
|--------------------------|---------------|
| Bit Stock                | 60@105, 10@10 |
| Taper and Straight Shank | 60@105, 10@10 |
| SHIP AUGERS AND BITS—    |               |
| Ford Auger Bit Co.       | 33½c          |
| L'Hommedieu's            | 154           |
| Snell's                  | 40%           |
| Watrous                  | 33½@7½c       |

| Awl and Auger Handles |  |
|-----------------------|--|
| See Handles           |  |
| Awls                  |  |

| Handled Brad.           |             |
|-------------------------|-------------|
| Handled Scratch         | \$2.75@3.00 |
| Patent Peg              | \$1.00@1.10 |
| Sewing, Com.            | 85@1.00     |
| Shouldered Peg          | 65@70c      |
| Socket Scratch per doz. | \$1.00      |

| Awl and Tool Sets                               |                          |
|-------------------------------------------------|--------------------------|
| Alken's Awls and Tools:                         |                          |
| No. 10, per doz.                                | \$7.50; No. 20, per doz. |
| Brad Sets:                                      |                          |
| No. 42, \$10.50; No. 43, \$12.50                | 70c                      |
| Fray's Adj. Tool Hds., No. 1, \$12.25           | \$18.                    |
| 8, \$12.45; 5, \$7.                             | 50%                      |
| Ives' Awls                                      | 55%                      |
| Miller's Falls Adj. Tool Holders:               |                          |
| No. 1, \$12.25; 4, \$12.50; 5, \$18.            | 15@105                   |
| C. E. Jennings & Co's. Adj. Tool Hds.           | 33½c                     |
| Rolls Hdw. Co., Adj. Tool Holders, No. 1, \$18. | 80%                      |

| Axes                      |        |
|---------------------------|--------|
| Single Bit, base weights: |        |
| First Quality             | \$5.00 |
| Second Quality            | \$4.50 |
| Double Bit, base weights: |        |
| First Quality             | \$7.50 |
| Second Quality            | 6.75   |

| HATCHETS—                                |        |
|------------------------------------------|--------|
| Hunt's, Underhill's, Blood's or Plumb's: |        |
| Shingling, etc.                          | 50%    |
| Broad and Rbl.                           | 40@104 |
| Boy's Axes                               | 50%    |
| Peck Edge Tool Co.:                      |        |
| Hatchets, shingling, etc.                | 50%    |
| Broad and Rbl.                           | 40@104 |
| Boy's Axes and Hatchets                  | 50%    |

| Axle Grease                        |          |
|------------------------------------|----------|
| Dixon's "Everlasting" Graphite:    |          |
| 1 lb cans (25 in case)             | 15 ea.   |
| 2 " " " "                          | 25 "     |
| 10 " " " " (6 in case)             | \$1.20 " |
| 25 " " " "                         | 2.75 "   |
| 50 " " " "                         | 5.00 "   |
| 100 " " " "                        | 9.00 "   |
| 250 " " " "                        | 18.00 "  |
| 575-400 lb                         | 8½lb     |
| Snow Flake:                        |          |
| One-quart cans, per doz.           | \$ 2.00  |
| Two-quart cans, per doz.           | 2.50     |
| One-gallon cans, per doz.          | 5.00     |
| Five-gallon cans, per doz.         | 24.00    |
| Quarter bbls. (15 gals.), per gal. | .45      |
| One-half bbls. per gal.            | .40      |
| Bbls., per gal.                    | .35      |

| Balances, Spring            |     |
|-----------------------------|-----|
| Chatillon's:                |     |
| Light, class A              | 50% |
| Circular Balances, class C  | 50% |
| Ice Balances, class B       | 50% |
| Straight Balances, Class A1 | 50% |
| Class A3                    | 40% |
| Class D. E. F.              | 30% |
| Class G                     | 30% |

| Balances, Sash |            |
|----------------|------------|
| Caldwell's     | 50%        |
| Pullman's      | 50@104@90c |

| Beef Shavers          |        |
|-----------------------|--------|
| Enterprise:           |        |
| Japaned, each, \$3.00 | 25@80c |
| Tinned, each, \$1.50  | 25@80c |

| Bells                      |            |
|----------------------------|------------|
| Hand Bells, polished brass | 60@104@105 |

| Nickel Plated   |            |
|-----------------|------------|
| Pure bell metal | 60%        |
| Silver chime    | 33½@35c    |
| Swiss           | 50@104@105 |
| White metal     | 50@104@105 |

| DOOR—          |        |
|----------------|--------|
| Trip, Gem      | 50@105 |
| Gong, Abbe's   | 45%    |
| Gong, Yankee   | 55%    |
| New Departure: |        |
| Rotary         | 50@101 |
| Push           | 50%    |

| COW—                    |           |
|-------------------------|-----------|
| Common wrought          | 75@75½105 |
| Kentucky                | 70@70½105 |
| Texas Star              | 80%       |
| Western, Sargent's list | 70@70½105 |

| Bellows     |         |
|-------------|---------|
| Blacksmiths | 65@104½ |
| Hand        | 25@105  |
| Moulders    | 25@105  |

| Belting Rubber                      |        |
|-------------------------------------|--------|
| Boston Belting Co.:                 |        |
| "Boston"                            | 80%    |
| "Imperial," seamless stitched       | 45%    |
| Niagara                             | 80%    |
| New Jersey Car Spring & Rubber Co.: |        |
| Extra Para                          | 40@105 |
| Reliable                            | 50@105 |
| Staple                              | 60@105 |

| Bench Stops                               |         |
|-------------------------------------------|---------|
| Morrill's No. 1, \$10.00 per doz.; No. 2, | \$12.50 |
| Miller's Falls                            | 15@105  |

| Binder Twine    |          |
|-----------------|----------|
| Staal           | 8@9½c    |
| Standard        | 9@9½c    |
| Standard Manila | 10½@10½c |
| Manila          | 11½@11½c |
| Pure Manila     | 12½@12½c |

| Bit Holders.       |         |
|--------------------|---------|
| Angular            | 45%     |
| Extension:         |         |
| Barber's, per doz. | \$15.00 |
| Ives' per doz.     | \$20.00 |

| Blind Adjusters     |           |
|---------------------|-----------|
| Columbian           | 33½c      |
| Domestic, per doz.  | \$3.00    |
| Excelsior, per doz. | \$10.00   |
| North's             | 10%       |
| Patson's Patent     | 40%       |
| Zimmerman's         | 50@50½105 |

| Blind Fastenings and Tenons |           |
|-----------------------------|-----------|
| Security Gravity, per gr.   | \$9.00    |
| Zimmerman's                 | 50@50½105 |

| Blocks, Tackle                   |            |
|----------------------------------|------------|
| Eddy's                           | 50@104@90c |
| Hartz Steel                      | 50@60½c    |
| Iron Strapped, Japanned Sheaves  | 70@105     |
| Iron Strapped, Lig Vitae Sheaves | 60%        |
| Rope Strapped, Japanned Sheaves  | 65@105     |
| L. V. Sheaves                    | 40%        |
| Lanes:                           |            |
| Junior, Self Sustaining          | 80%        |
| Pat. Automatic                   | 80%        |
| Perfect Safety                   | 80%        |
| Stowell, Novelty Block           | 50%        |

| Bolts                           |        |
|---------------------------------|--------|
| DOOR AND SHUTTER—               |        |
| Cast Iron Barrel, Square, &c.   | 60@105 |
| Cast Iron Chain                 | 60@105 |
| Cast Iron Shutter Bolts         | 60@105 |
| Ives' Patent Door Bolts         | 55%    |
| Wrought Barrel                  | 80%    |
| Wrought Barrel Bolts, Griffin's | 75%    |
| Wrought Met. l (Ives')          | 45%    |
| Wrought Square                  | 70%    |
| Wrt Shutter, Standard list      | 70@105 |
| Wrought Spring, Sargent's       | 70@105 |

| CARRIAGE, MACHINE, & C.—                      |            |
|-----------------------------------------------|------------|
| Common carriage (cut thread), ½x8 and smaller | 70@12 1-25 |
| Larger and longer                             | 60@2 1-25  |
| Phila. Eagle, \$2.00 list May 24, '99         | 80%        |
| Bolt ends, list Feb. 14, '96                  | 65@65½5    |
| Bolt ends, with C and T nuts                  | 60%        |
| Machine, ½x8 and smaller                      | 70@125     |
| Machine, larger and longer                    | 60@7 1-25  |

| TIRE—                               |            |
|-------------------------------------|------------|
| American Screw Co.:                 |            |
| Ray State, plain, list Dec. 28, '99 | 75%        |
| Ray State, fluted                   | 75%        |
| Eagle Phila.                        | 82½%       |
| Norway, Phila.                      | 80%        |
| Common                              | 75@108@90c |
| Norway, Phila.                      | 80%        |
| Portchester, Norway                 | 80%        |
| Phila.                              | 82½%       |

| STOVE AND PLOW— |         |
|-----------------|---------|
| Plow            | 65@105  |
| Stove           | 82 1-25 |

| MISCELLANEOUS— |         |
|----------------|---------|
| Sink           | 82 1-25 |

| Bone Mills |        |
|------------|--------|
| Enterprise | 25@80c |
| Stearns    | 40%    |

| Borers, Tap           |                        |
|-----------------------|------------------------|
| Enterprise:           |                        |
| Each                  | \$1.25, \$1.75, \$2.50 |
| No. 1                 | 1                      |
| C. E. Jennings & Co.: |                        |
| No. 6                 | 30@105                 |
| No. 10                | 25@105                 |
| Common ring           | 30@105                 |
| Ives                  | 25@105                 |

| Boring Machines WITHOUT AUGERS— |                |
|---------------------------------|----------------|
| Upright. Angular.               |                |
| Jennings'                       | 35@55          |
| Miller's Falls                  | \$7.50, 15@105 |
| Snell's, Rice's Pat.            | \$2.50, 2.75   |
| Ajax                            | 40%            |
| Phillips                        | \$4.00 net     |

| Box Scrapers         |     |
|----------------------|-----|
| Bradley's            | 30% |
| Stanley's Adjustable | 45% |

| Box Strapping                  |        |
|--------------------------------|--------|
| Cary Mfg. Co's., in case lots: |        |
| "Universal"                    | 25@105 |
| Standard Metal Strap Co's.:    |        |
| Belipes                        | 30@105 |

| Braces                        |            |
|-------------------------------|------------|
| Barbers'                      | 50@104@105 |
| Barbers' Hatchet              | 80@80½105  |
| Common Hall American          | 60@60½105  |
| C. E. Jennings & Co.:         |            |
| No. 108@114½                  | 50@5½105   |
| No. 208½@214½                 | 50@5½105   |
| Lancaster Mach. & Knife Works | 50%        |
| Gen. Spofford's               | 60%        |

| Brackets                   |           |
|----------------------------|-----------|
| Griffin's Folding          | 70@105    |
| Griffin's Pressed Steel    | 80@80½105 |
| Bradley's Pat., full cases | 80@104    |
| Bradley's, in broken cases | 80@104    |
| Baine's Adjustable         | 25%       |

| Bright Wire Goods |        |
|-------------------|--------|
| Standard list:    |        |
| Steel             | 90@105 |
| Brass             | 85@105 |

| Bull Rings                  |        |
|-----------------------------|--------|
| Humason, Beckley & Co's.    | 80%    |
| Best's 2½ in. net, per doz. | \$1.50 |
| Sargent's                   | 80%    |

| Butchers' Cleavers            |         |
|-------------------------------|---------|
| New List, Feb. 1, 1906:       |         |
| Forster Bros., flat heads     | 30%     |
| Forster Bros., round heads    | 30%     |
| Lancaster Mach. & Knife Works | 35½@40% |
| L. & I. J. White              | 30%     |
| Plumb's                       | 30%     |

| Butcher Knives |  |
|----------------|--|
| See Knives.    |  |

| Butchers' Saw Blades     |           |
|--------------------------|-----------|
| Miller's Falls Co., Star | 15@15½105 |
| C. E. Jennings & Co.     | 30@105    |

| Butter and Cheese Triers |     |
|--------------------------|-----|
| Ordinary Black Handle    | 25% |
| Humason & Beckley's      | 40% |

| Butt and Rabbit Gauges |        |
|------------------------|--------|
| Stanley's              | 25@105 |



## COW TIES—

|                 |                 |
|-----------------|-----------------|
| American        | 45¢@50¢         |
| Niagara         | 45¢@50¢@10¢@15¢ |
| Covert Mfg. Co. | 45¢             |
| Cotton          | 45¢             |
| Hemp            | 45¢             |
| Jute            | 45¢             |
| Sisal           | 55¢             |

## Chain Guards

|                      |     |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

## Carpet Stretchers

|                                                        |        |
|--------------------------------------------------------|--------|
| Bullard's                                              | 35¢    |
| Montross' "Excelgior" and Tack Hammer Combined, # doz. | \$6.00 |
| Cast Iron, Steel points, # doz.                        | 80¢    |
| Sockets, # doz.                                        | \$1.75 |

## Carpet Sweepers

|                           |       |
|---------------------------|-------|
| Starling Carpet Sweepers  |       |
| Model A, Nickel trimmings | 25.00 |
| " B, Japd.                | 21.00 |
| " C, Nickel               | 23.00 |
| " D, Japd.                | 21.50 |
| " E, Japd.                | 19.50 |

## Carpet and Rug Beaters

|                        |        |
|------------------------|--------|
| No. 12, Wire, Tinned   | \$0.95 |
| " 11, Wire, Coppered   | 1.10   |
| " 11, Wire, Tinned     | 1.20   |
| " 10, Wire, Galvanized | 1.50   |

## Cherry Stoners

|                              |         |
|------------------------------|---------|
| Enterprise                   | 35¢@50¢ |
| Goodell's Family, net # doz. | \$5.00  |
| Rollman's, net, # doz.       | 5.00    |

## Chisels

## SOCKET FRAMING &amp; FIRMER—

|                              |         |
|------------------------------|---------|
| Standard Makes               | 75¢     |
| L. & I. J. White             | 50¢@55¢ |
| C. E. Jennings & Co., No. 70 | 25¢@10¢ |
| Jennings & Griffin Mfg. Co.  | 30¢     |

## TANGED &amp; MISCELLANEOUS—

|                             |                  |
|-----------------------------|------------------|
| W. & S. Butchers            | \$4.75@5.00 to 2 |
| C. E. Jennings & Co.        | 25¢@10¢          |
| Jennings & Griffin Mfg. Co. | 25¢              |
| Tanged Gouges               | 25¢              |
| Tanged Firmers              | 25¢@10¢          |
| Tanged Gouges               | 25¢@10¢          |
| L. & I. J. White            | 25¢@10¢          |

## COLD CHISELS—

|                     |         |
|---------------------|---------|
| Good quality, # lb. | 15¢@10¢ |
| Snell's best C. S.  | 40¢@5¢  |
| Cronk's             | 50¢     |

## Cleaners, Sidewalk

|                 |        |
|-----------------|--------|
| Challenge Shank | \$3.25 |
| Star Shank      | 3.25   |
| Star Socket     | 4.00   |

## Clippers

## HORSE—

|                               |         |
|-------------------------------|---------|
| Chicago Flexible Shaft Co's.  | Each.   |
| Lightning Belt Clipping Mach. | \$15.00 |
| New '06, Chicago              | 5.75    |
| 1906 Chicago                  | 10.75   |
| Twentieth Century             | 5.00    |

## Coach Oil

|                          |         |
|--------------------------|---------|
| Snow Flake               |         |
| One-pint cans, # doz.    | \$ 8.00 |
| One-quart cans, # doz.   | 4.00    |
| One-gallon cans, # doz.  | 15.00   |
| Five-gallon cans, # doz. | 65.00   |

## Cocks, Brass

|                                                                |                 |
|----------------------------------------------------------------|-----------------|
| Hardware List:                                                 |                 |
| Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks | 55¢@10¢@50¢@10¢ |

## Coffee Mills

|                     |             |
|---------------------|-------------|
| Box and Side        | 50¢@10¢@50¢ |
| Enterprise Mfg. Co. | 30¢@25¢     |
| Lane Bros. Co.      | 30¢         |

## Compasses, Dividers, &amp;c

|                               |             |
|-------------------------------|-------------|
| Atrol Calipers and Dividers   | 40¢         |
| Bemis & Call Co's.            | 50¢         |
| Compasses                     | 50¢         |
| Dividers                      | 50¢         |
| Compasses, Calipers, Dividers | 70¢@70¢@10¢ |

## Coopers' Tools

|                   |             |
|-------------------|-------------|
| L. & I. J. White  | 30¢@20¢@5   |
| Sandusky Tool Co. | 30¢@20¢@10¢ |

## Corkscrews

|                            |         |
|----------------------------|---------|
| Detroit Cork Screw Co.     | 35¢@5¢  |
| Humason & Beckley Mfg. Co. | 50¢@5¢  |
| Samson, # doz.             | \$10.00 |

## Corn Hooks

|                     |            |
|---------------------|------------|
| Kretzinger Cut-Easy | # Dos.     |
|                     | net \$6.00 |

## Corn Knives and Cutters

|             |     |
|-------------|-----|
| Bradley's   | net |
| Wadsworth's | 60¢ |

## Countersinks

|                  |         |
|------------------|---------|
| Mayhew's Diamond | 40¢@45¢ |
| Smith's          | 35¢     |
| Snell's          | 40¢     |
| Wheeler's Patent | 50¢     |

## Cow Ties

|             |  |
|-------------|--|
| See Chains. |  |
|-------------|--|

## Crayons

|                                                                                                                                                               |                              |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|
| Sargent's List                                                                                                                                                | 30¢                          |
| Dixon's                                                                                                                                                       | # Gro.                       |
| Eclipse                                                                                                                                                       | 7 in., \$3.75; 9 in., \$4.25 |
| Emerald                                                                                                                                                       | 5.00                         |
| Orion                                                                                                                                                         | 5.00                         |
| Rainbow                                                                                                                                                       | 5.12                         |
| Solid                                                                                                                                                         | 7.50                         |
| Tallor black, # doz. sd and blue                                                                                                                              | 9.00                         |
| Zelnicke's List                                                                                                                                               | # gro.                       |
| White and Purple, Indelible                                                                                                                                   | \$7.50                       |
| Blue, Red, Green, Yellow and Terra Cotta, # doz.                                                                                                              | \$4.00                       |
| Giant Lumber, 5 1/2 in. x 1 1/2 in. round, all colors, #16.25; Indelibles                                                                                     | \$1.75                       |
| Genuine Soapstone, Metal Workers', 5 in. x 1/4 in. Round, #3.50; 5 in. x 1/4 in. Square, #1.75; 5 in. x 1/4 in. x 1/2 in., #2.50; 5 in. x 1 1/2 in. x 1/2 in. | \$3.00                       |

## Curry Combs

|                           |         |
|---------------------------|---------|
| Kohler's                  | 40¢     |
| The Metal Stamping Co.    | 40¢     |
| Southington Cutlery Co's. | 25¢@10¢ |

## Cutlery

|                  |     |
|------------------|-----|
| Foster's Pocket  | 80¢ |
| Carriers' Pocket | 50¢ |

## Diggers

See Post Hole, etc.

## Dividers

See Compasses, Dividers, etc.

## Dog Collars

|                              |             |
|------------------------------|-------------|
| Walter B. Stevens & Son:     |             |
| Brass                        | 40¢         |
| Embossed Gilt                | 50¢@10¢     |
| Leather                      | 40¢         |
| Union Hd' wire Co., new list | 50¢@50¢@10¢ |

## Door Checks

|                              |         |
|------------------------------|---------|
| Bardale's                    | 40¢@45¢ |
| Columbia                     | 50¢@10¢ |
| Eclipse                      | 50¢@10¢ |
| Home                         | 50¢@10¢ |
| Pullman's Screen, # doz. net | \$4.50  |

## Door Holders

|          |     |
|----------|-----|
| Empire   | 50¢ |
| Superior | 35¢ |

## Door Springs

|                                  |             |
|----------------------------------|-------------|
| Columbian Steel                  | 20¢         |
| Facilities                       | 50¢         |
| Gem (Coll), list Oct. '96        | 20¢         |
| Pullman, Perfect                 | 25¢         |
| Pullman Coll.                    | 25¢         |
| Star (Coll), list Oct. '96       | 30¢         |
| Torrey's Rod, 29 in., # doz. net | \$1.10@1.25 |
| Victor, Coll                     | 50¢@10¢     |
| Chicago Coll Springs             | 40¢@10¢     |
| Reliance Coll Springs            | 40¢@10¢     |

## Drain Cleaners

|                   |        |
|-------------------|--------|
| Iwan's Adjustable | 55¢    |
| Iwan's Stationary | 40¢@5¢ |

## Drawer Pulls

|                                      |         |
|--------------------------------------|---------|
| Drawer Pulls, Griffin Mfg. Co., list | 75¢@10¢ |
| Sargent's list                       | 60      |

## Drawing Knives

|                    |             |
|--------------------|-------------|
| Standard Makes     | 70¢@10¢@75¢ |
| Adjustable Handle  | 25¢@25¢@10¢ |
| Jennings & Griffin | 80¢         |
| Watrous            | 15¢         |
| L. & I. J. White   | 20¢@25¢@5¢  |

## Drills and Drill Stocks

|                                      |             |
|--------------------------------------|-------------|
| Automatic Boring Tools, Goodell's    | 40¢@40¢@10¢ |
| Blacksmith's                         | 80¢         |
| Breast, Miller's Falls, each \$3.00  | 15¢@10¢     |
| Hand, Goodell's                      | 30¢@10¢     |
| Whitney's Hand Drill, No. 1, \$10.00 | 35¢@5¢      |
| Adjustable, No. 10, \$12.00          | 35¢@5¢      |

## TWIST DRILLS—

See Augers and Bits.

## Drive Punches

|                    |     |
|--------------------|-----|
| Bemis & Call's     |     |
| Hand forged, round | 50¢ |
| Hand forged, oval  | 50¢ |

## Egg Beaters

|                             |        |
|-----------------------------|--------|
| Holt-Lyon Co.               | # Dos. |
| No. 5 Japanned, Dasher      | # Gro. |
| flared                      | \$0.35 |
| No. 4, Japanned, 6 doz.     | \$3.50 |
| No. 4, Japanned, 1 doz.     | 15.00  |
| No. 5, Japanned, hotel size | 1.85   |
| No. 6, Japanned, Dasher     | 23.00  |
| flared                      | 1.55   |
| No. 2, Tinned, hotel size   | 2.00   |
|                             | 24.00  |

## Emery Wheel Dressers.

|          |     |
|----------|-----|
| Sterling | 25¢ |
|----------|-----|

## Escutcheons

|      |     |
|------|-----|
| Wood | 25¢ |
|------|-----|

## Farriers' Knives

|                  |        |
|------------------|--------|
| 'Challenge'      | # Dos. |
| Popes            | 5.00   |
| Wilkinson's, net | 5.00   |
| Wootenholm's     | 3.25   |

## Faucets

|                |             |
|----------------|-------------|
| Iron Petroleum | 70¢@70¢@10¢ |
|----------------|-------------|

## SELF MEASURING—

|                   |             |
|-------------------|-------------|
| Enterprise # doz. | \$36.00     |
| Lane's            | 40¢@10¢     |
|                   | \$40.10@25¢ |

## Files

|                         |                      |
|-------------------------|----------------------|
| DOMESTIC—               |                      |
| New list, Nov. 1, 1899: |                      |
| American                | 75¢@10¢@75¢@10¢@10¢  |
| Arado                   | 75¢@10¢@75¢@10¢@10¢  |
| J. Barton Smith         | 75¢@10¢@75¢@10¢@10¢  |
| Dixton's                | 75¢                  |
| Dixton's Superfine      | 50¢                  |
| Eagle                   | 75¢@10¢@75¢@10¢@10¢  |
| Great Western           | 75¢@10¢@75¢@10¢@10¢  |
| Kearney & Foot          | 75¢@10¢@75¢@10¢@10¢  |
| McClellan               | 75¢@10¢@75¢@10¢@10¢  |
| Nicholson               | 70¢@10¢@75¢@5¢       |
| Nicholson's X. P. Files | 40¢@40¢@10¢          |
| Royal                   | 80¢@80¢@10¢          |
| IMPORTED—               |                      |
| Stub's                  | Stub's list, 30¢@35¢ |

## Filters

|                            |              |
|----------------------------|--------------|
| Acorn                      | 50¢          |
| Fulper's Natural Stone     | \$5.50@13.50 |
| Subject to trade discount. |              |

## Fish Hooks

|                                       |             |
|---------------------------------------|-------------|
| Am. Fish Hook Co. list                | 50¢@50¢@10¢ |
| Kirby & Limerick, low list (50¢ base) | 10¢         |

## Fishing Tackle

|                                |         |
|--------------------------------|---------|
| Bishop's                       | # Dos.  |
| Level Winding Jeweled Reel     | \$75.00 |
| Level Winding Steel Pivot Reel | 65.00   |
| Auto Even Spooler              | 80.00   |
| Gun Cleaner                    | 4.30    |
| Lightening Fish Scaler         | 5.00    |
| Fish Hook Shield               | 5.00    |

## Fish Scales

|                          |         |
|--------------------------|---------|
| Covert's Saddlery Works: |         |
| Great American           | 60¢@20¢ |

## Freezers, Ice Cream

|                   |                                    |
|-------------------|------------------------------------|
| "Alaska":         |                                    |
| Qts.              | 1 2 3 4 5                          |
| Net.              | \$1.15 \$1.35 \$1.50 \$1.75 \$2.00 |
| "Arctic":         |                                    |
| Qts.              | 1 2 3 4 5                          |
| Net.              | \$1.10 1.20 1.50 1.80 2.25         |
| "North Star":     |                                    |
| Qts.              | 1 2 3 4 5                          |
| Net.              | \$1.25 \$1.45 \$1.75 \$2.25        |
| "White Mountain": |                                    |
| Qts.              | 1 2 3 4 5                          |
| Net.              | \$1.25 1.50 1.90 2.30 3.80         |
|                   | 4.55 5.55 7.00 9.00 11.50          |

## Fruit, Wine &amp; Jelly Presses

|            |         |
|------------|---------|
| Enterprise | 20¢@25¢ |
|------------|---------|

## Fry Pans

|                       |                             |
|-----------------------|-----------------------------|
| Standard list         | 75¢@10¢@80¢                 |
| No.                   | 1 2 3 4                     |
| # doz.                | \$2.75 \$4.25 \$4.75 \$5.25 |
| Kitchen Specialty Co. | \$5.00 \$7.00 \$8.00 \$9.00 |
| Size AA               | Net # Gro.                  |
| " A                   | 8.70                        |
| " B                   | 9.20                        |
| " C                   | 9.50                        |

## Gauges

|                                        |         |
|----------------------------------------|---------|
| Bemis & Call's Steel                   | 50¢     |
| Dixton's Mortise                       | 50¢@10¢ |
| Marking Mortise, etc.                  | 55¢     |
| Stanley's                              | 35¢     |
| Starrett's Surface, Center and Scratch | 25¢@10¢ |
| Wire, Morse                            | 25¢     |
| Wire, P. S. & W., low list             | 30¢     |

## Gimlets

|                           |             |
|---------------------------|-------------|
| "Diamond" Gimlets, # gro. | \$4.00@4.25 |
| Double Cut                | 40¢@10¢@50¢ |
| Metal Head                | 50¢@10¢     |
| Wood Head                 | 50¢         |

## Gimlet Bits

See Augers and Bits.

## Globe and Racking Cocks

See Faucets.

## Glue

|                 |             |
|-----------------|-------------|
| Le Pages Liquid | 25¢@25¢@10¢ |
| Mystic          | 40¢         |
| Martins         | 40¢         |

## Glue Pots

See Hollow Ware.

## Graphite, Lubricating

|                               |           |
|-------------------------------|-----------|
| Dixon's Pure Flake:           |           |
| 625—1 lb. cans                | 20c. ea   |
| 625—10 lb. screw top tin cans | 35c. ea   |
| 625—10 lb. screw top tin cans | \$1.50 ea |
| 645—25 lb. boxes              | 15c. lb   |
| 645—50 lb. boxes              | 14c. lb   |
| 645—100 lb. kegs              | 14c. lb   |
| 647—250 lb. barrels           | 13c. lb   |

## Grindstone Fixtures

|                      |             |
|----------------------|-------------|
| Cronk's              | 50¢         |
| P. S. & W.           | 50¢@10¢@10¢ |
| Stowells Extra Heavy | 40¢@10¢     |
| Stowells Light       | 50¢         |

## Gunpowder

See Ammunition.

## Gun Wads

See Ammunition.

## Hafes

|                  |        |
|------------------|--------|
| Brittons, # doz. | \$3.50 |
|------------------|--------|

## Halters

|                   |         |
|-------------------|---------|
| Covert Mfg. Co.:  |         |
| Jute Rope Halters | 50¢     |
| Sisal Rope        | 30¢@10¢ |
| Web Halters       | 55¢@5¢  |

## Hammers

|                             |                 |
|-----------------------------|-----------------|
| HANDLED HAMMERS—            |                 |
| Magnetic tack, Nos. 1, 2, 3 | \$1.25 \$1.50   |
| Maydell's                   | 50¢             |
| Sargent's new list          | 50¢@25¢@40¢@10¢ |
| Fayette R. Plumb:           |                 |
| Plumb, A. E. Nail           | 32¢@15¢         |
| Engineers and B. S. Hand    | 50¢@15¢         |
| Quaker City Hammers         | 40¢@10¢         |
| Riveting and Timmers        | 40¢@15¢         |

## HEAVY HAMMERS &amp; SLEDGES—

|                     |            |
|---------------------|------------|
| Under 5 lb 50c lb.  | 50¢@5¢     |
| 5 to 15 lb 50c lb.  | 50¢@5¢     |
| Over 15 lb 50c lb.  | 80¢@10¢@5¢ |
| Wilkinson's Smiths. | 9¢@10¢@10¢ |

## Hammock Ropes

|                  |        |
|------------------|--------|
| Covert Mfg. Co.: |        |
| Jute             | 40¢@5¢ |
| Sisal            | 20¢    |

## Handles

|                                           |                 |
|-------------------------------------------|-----------------|
| WOOD—                                     |                 |
| Anger, assorted, # gro.                   | \$3.75          |
| Anger, large, # gro.                      | 3.25            |
| Anger, Ives' Pat., No. 1                  | 60¢@10¢         |
| No. 2 to 22 1/2                           | 40¢             |
| Axe, Pick, etc.                           | 60¢@25¢@10¢@10¢ |
| Bliss Mfg. Co.:                           |                 |
| Chisel                                    |                 |
| Brad Axl                                  | 25¢@25¢         |
| File                                      |                 |
| Anger                                     |                 |
| Soldering Iron                            |                 |
| Brad Axl, # gro.                          | \$1.75@3.00     |
| Chisel, Worcester, leather capped, # doz. |                 |
| net.                                      | \$1.50          |
| File, assorted, # gro.                    | \$1.40@1.50     |
| Firmer, Chisel, Apple, assorted, # gro.   | \$3.50@3.75     |
| Hoe, Rake and Fork                        | 40¢@40¢         |
| Rollis Hd'w. Co. Huffs, # doz.            | 40¢@10¢         |
| "Simplicity" File Hd'w., # gro.           | \$              |



## SPRING HINGES—

|                                          |           |
|------------------------------------------|-----------|
| Bommer Brothers:                         |           |
| Bommer Spring Hinges.....                | 40%       |
| Bommer B. Floor Hinges.....              | 40%       |
| Bardale's Patent Checking.....           | 15%       |
| Chicago Spring Butts.....                | 25%       |
| Chicago Spring Butts.....                | 25%       |
| Triple End Spring Butts.....             | 50%       |
| Chicago Rail Bearing Floor Hinge.....    | 50%       |
| Garden City Fire Engine House Hinge..... | 25%       |
| Chicago Saloon Door Hinge.....           | 25%       |
| Columbian:                               |           |
| Steel Hinges.....                        | 60%       |
| Floor Hinges.....                        | 60%       |
| American.....                            | 30%       |
| Gem.....                                 | 30%       |
| Oxford.....                              | 30%       |
| Acme, Steel.....                         | 30%       |
| Acme, Brass.....                         | 25%       |
| Niles Mfg. Co.....                       | 30% & 35% |
| Superior.....                            | 33%       |
| Floor Hinges.....                        | 33%       |

## GATE HINGES—

|                                        |                |
|----------------------------------------|----------------|
| Clark's, Nos. 1, 2, 3.....             | 50 & 100 & 10% |
| N. E., 7 doz., \$7.50.....             | 60%            |
| N. E., Reversible, 7 doz., \$5.50..... | 60%            |
| N. Y. State, 7 doz., \$4.50.....       | 60%            |
| Western, 7 doz., \$4.50.....           | 60%            |

## BLIND HINGES—

|                                                                           |                          |
|---------------------------------------------------------------------------|--------------------------|
| Parker.....                                                               | 70 & 100 & 70 & 10 & 10% |
| Sargent's, Nos. 1, 3, 5, 11, 13.....                                      | 75%                      |
| W. H. Co's., No. 2 Mortise Gravity.....                                   | 60%                      |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.50 7 doz. sets..... | 30 & 10%                 |

## Hitching Cords

|                     |          |
|---------------------|----------|
| Covert Mfg. Co..... | 45%      |
| Hitchers Stall..... | 30 & 25% |

## Hollow Ware

## ENAMELED—

|                              |          |
|------------------------------|----------|
| Agate Nickel Steel Ware..... | 60%      |
| "Sever Break" Steel.....     | 60%      |
| Spiders, Griddles, &c.....   | 65 & 10% |
| Maslin Kettles, &c.....      | 60%      |
| "Porcelain".....             | 60%      |

## STOVE HOLLOW WARE—

|                               |               |
|-------------------------------|---------------|
| Blacklock:                    |               |
| Ground.....                   | 50 & 50 & 10% |
| Plain or Unground.....        | 60 & 60 & 10% |
| Country Ware 70 lbs. net..... | \$3.00        |
| Enameled Ware.....            | 45 & 10 & 50% |

## WHITE ENAMELED WARE—

|                                   |               |
|-----------------------------------|---------------|
| Maslin Kettles.....               | 65 & 65 & 10% |
| Tinned Boilers and Saucepans..... | 35 & 10%      |
| Enameled.....                     | 45 & 10%      |

## GLUE POTS—

|               |          |
|---------------|----------|
| Tinned.....   | 30 & 10% |
| Enameled..... | 35 & 10% |

## Hooks

## BUSH—

|                           |           |
|---------------------------|-----------|
| Jennings & Griffin's..... | 35% & 45% |
| Wadsworth's.....          | 55 & 10%  |

## CAST IRON—

|                                   |                         |
|-----------------------------------|-------------------------|
| Ceiling, Sargent's list.....      | 50 & 10 & 60%           |
| Chandelier.....                   | 60 & 60 & 10%           |
| Clothes Line, Sargent's list..... | 50 & 10 & 10%           |
| Coat and Hat, Sargent's list..... | 50 & 10 & 60%           |
| Coat and Hat, Stowell's.....      | 70%                     |
| Harness, Sargent's list.....      | 50 & 50 & 10%           |
| Lamp.....                         | 60 & 60 & 10%           |
| Picture.....                      | 60 & 10%                |
| Screw Hat.....                    | 60 & 10 & 70%           |
| Wardrobe.....                     | 60 & 10 & 60 & 10 & 10% |

## WROUGHT IRON AND STEEL—

|                                 |                    |
|---------------------------------|--------------------|
| Cotton, 7 doz.....              | \$1.25             |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

## MEAT—

|                 |     |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

## WIRE—

|                                    |               |
|------------------------------------|---------------|
| Atlas, new list, single cases..... | 80%           |
| Atlas, Metal Clasp.....            | 75 & 75 & 10% |
| Wire Coat and Hat, Acme.....       | 50 & 10 & 10% |
| Wire Coat and Hat, Gem.....        | 70 & 10 & 75% |
| Wire Ceiling, Gem.....             | 70 & 10 & 75% |

## MISCELLANEOUS—

|                                    |               |
|------------------------------------|---------------|
| Belt.....                          | 30%           |
| Covert Mfg. Co.:                   |               |
| Safety Gate and Scentle Hooks..... | 35 & 45%      |
| Grass, Wadsworth's.....            | 60%           |
| Cronk's, Grass, 7 doz.....         | \$2.75        |
| Hooks and Eyes, Brass.....         | 60 & 10%      |
| Hooks and Eyes, Mail Iron.....     | 70 & 10%      |
| Cotton, box and hay.....           | 60 & 10 & 10% |

## Horse Clippers

|                   |  |
|-------------------|--|
| See Clippers..... |  |
|-------------------|--|

## Horse Nails

|                                            |                     |               |
|--------------------------------------------|---------------------|---------------|
| No. ....                                   | 6 7 8 9 1           |               |
| A. C.....                                  | 25c 25c 25c 21c 21c | 40 & 45%      |
| American, all sizes, net.....              |                     | 9% c          |
| No. ....                                   | 6 7 8 9 10          |               |
| Anchor and 11c. net for all sizes 5 to 10. |                     |               |
| New Haven:                                 |                     |               |
| No. ....                                   | 6 7 8 9 10          |               |
| Amable.....                                | 25c 25c 25c 21c 21c | 50 & 10%      |
| C. B. K.....                               | 25c 25c 25c 21c 21c | 40%           |
| Capwell.....                               | 15c 15c 15c 15c 15c | 40 & 50%      |
| Champion.....                              | 25c 25c 25c 21c 21c | 40 & 10%      |
| Clinton Fin.....                           | 15c 15c 15c 15c 15c | 40 & 10%      |
| Emax.....                                  | 25c 25c 25c 21c 21c | 40 & 10 & 60% |
| Lysa, all sizes, net.....                  |                     | 9% c          |
| Livingston.....                            | 25c 25c 25c 21c 21c | 10% & 10%     |
| Maud S.....                                | 25c 25c 25c 21c 21c | 60%           |
| Neponese, Nos. 5 to 10, 7 lb.....          |                     | 15%           |
| Northwestern.....                          | 25c 25c 25c 21c 21c | 35 & 35 & 45% |
| Putnam.....                                | 25c 21c 21c 15c 15c | 35%           |
| New Putnam.....                            | 15c 15c 15c 15c 15c | 10 & 10%      |
| Vulcan.....                                | 25c 21c 21c 15c 15c | 35 & 10%      |
| Western.....                               | 25c 21c 21c 15c 15c | 40 & 10%      |

## Shoes, Horse, Mule, &amp;c.

|                         |        |
|-------------------------|--------|
| F. O. B. Pittsburgh:    |        |
| Iron, per keg.....      | \$4.10 |
| Steel.....              | 3.85   |
| Burden's all sizes..... | 3.80   |

## Horse Ties

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton.....      | 45% |
| Hemp.....        | 45% |
| Steel.....       | 30% |
| Wire.....        | 45% |

## Hose, Rubber

|                                |          |
|--------------------------------|----------|
| Boston Belting Co.:            |          |
| "Boston".....                  | 50%      |
| Niagara.....                   | 60%      |
| N. J. Car Spring & Rubber Co.: |          |
| Reliable.....                  | 40 & 10% |
| Staple.....                    | 60 & 10% |
| Standard.....                  | 70 & 10% |

## Hose Bands

|                   |          |
|-------------------|----------|
| Star Hydrant..... | 30 & 30% |
| Steam.....        | 70%      |

## Ice Awns, Chippers &amp;c

|                                 |            |
|---------------------------------|------------|
| Copeland Ice Pick, 7 gross..... | \$9.00 net |
| Crown.....                      | net        |
| Gem Ice Shave.....              | net        |
| Sargent's Ice Awns.....         | 55%        |
| Snell's.....                    | 60%        |
| Star.....                       | net        |

## Ice Cream Freezers

|                              |  |
|------------------------------|--|
| See Freezers, Ice Cream..... |  |
|------------------------------|--|

## Ice Shredders

|                               |                                |
|-------------------------------|--------------------------------|
| Enterprise.....               | No. 33, 7 doz. \$6.00 25 & 30% |
| No. 34, 7 doz. 15.00 25 & 30% |                                |

## Jack Chain

|                |  |
|----------------|--|
| See Chain..... |  |
|----------------|--|

## Jacks

|                      |  |
|----------------------|--|
| See Wagon Jacks..... |  |
|----------------------|--|

## Jack Screws

|                 |  |
|-----------------|--|
| See Screws..... |  |
|-----------------|--|

## Kettles

|                        |          |
|------------------------|----------|
| Spun brass, plain..... | 30 & 25% |
|------------------------|----------|

## Knives

|                                     |     |
|-------------------------------------|-----|
| Kimball's:                          |     |
| Bread Knives, 7 doz. \$1.50.....    | 20% |
| Butcher Knives.....                 | 25% |
| Shoe Knives.....                    | 25% |
| Cronk's Chopping, net 7 doz. \$1.50 |     |
| Poster Bros., butcher, &c.....      | 30% |
| Table and Pocket, see Cutlery.....  |     |
| Wilson's Butcher Knives.....        | net |

## Knives, Hay and Straw

|                |          |
|----------------|----------|
| Wadsworth..... | 40 & 10% |
|----------------|----------|

## Knife Sharpeners

|                                               |  |
|-----------------------------------------------|--|
| Pike's:                                       |  |
| Nat. Grit Carving Knife Hones 7 doz. \$3.00   |  |
| Solid Stone Carving Knife Hones 7 doz. \$3.50 |  |
| Quick Edge Pocket Knife Hones 7 doz. \$3.00   |  |
| Mounted Kitchen Sandstone 7 doz. \$1.50       |  |

## Knobs

|                                                                                            |                 |
|--------------------------------------------------------------------------------------------|-----------------|
| Bardale's wood, door, shutter and base, rubber tip, 2 1/2 in. bead, 7 gro. \$1.15 & \$1.25 |                 |
| Door Mineral.....                                                                          | 65 & 70c        |
| Door Por. Jap'd.....                                                                       | 70 & 75c        |
| Door Por. Nickel.....                                                                      | \$2.10 & \$2.20 |

## Lanterns

|                                     |          |
|-------------------------------------|----------|
| C. T. Ham, Class A, B, C and D..... | 40 & 10% |
|-------------------------------------|----------|

## Latches

|                             |          |
|-----------------------------|----------|
| Cronk's barn door, net..... | \$2.00   |
| Lane's Barn Door.....       | 40 & 10% |

## Lawn Mowers

|                                             |          |
|---------------------------------------------|----------|
| Genuine Philadelphia Hand Mowers:           |          |
| Style A (all steel) 10 in. wheel.....       | 60 & 10% |
| Style E, Rear cut, 10 in. wheel.....        | 70 & 10% |
| Styles K, C, M, S, T.....                   | 70 & 10% |
| Drexels and Gold Coins.....                 | 40%      |
| Dewey's.....                                | 80%      |
| "All Day" and "New" Mowers net prices       |          |
| Genuine Philadelphia Horse and Pony Mowers: |          |
| 35 in. Wrought frame Philadelphia.....      | 30%      |
| 30 and 35 in. Phila. D. P. & S. & S.....    | 40%      |
| Eagle 30, 35 & 40 in. S. & S.....           | 30%      |
| I. K. L. 30, 35 & 40 in. S. & S.....        | 50%      |
| 25 & 30 in. 2 man or pony.....              | 60%      |

## Lawn Sprinklers

|                              |                             |
|------------------------------|-----------------------------|
| Enterprise.....              | 25 & 30%                    |
| Philadelphia Lawn Mower Co.: |                             |
| Philadelphia Lawn Sprinkler: |                             |
| No. ....                     | 1 2                         |
| Per Dozen.....               | \$12.00 \$15.00 \$24.00 30% |
| Kohler's:                    |                             |
| Daisy, net, 7 doz.....       | \$7.50                      |
| Mysic.....                   | 6.00                        |
| Rainmaker.....               | 4.80                        |
| Dew Drop.....                | 1.30                        |

## Leads

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton.....      | 45% |
| Hemp.....        | 45% |
| Wire.....        | 45% |
| Sisal.....       | 35% |

## Lemon Squeezers

|                                                         |               |
|---------------------------------------------------------|---------------|
| Berger Bros., 7 doz., 3 in., \$1.00; 10 in., \$1.40 30% |               |
| Hotchkiss, Straight Flush, 7 doz.....                   | \$3.60        |
| Little Giant.....                                       | 50 & 50 & 50% |
| Fore, lined, Iron, 7 doz.....                           | \$1.75        |
| Fore, lined, Wood, 7 doz.....                           | \$1.25        |
| Wood, common, 7 doz., No. 0, \$1.25                     |               |
| @ \$1.50; No. 1, \$1.25 & \$1.50                        |               |

## Levels

|                             |          |
|-----------------------------|----------|
| C. E. Jennings & Co's.:     |          |
| Hexagon.....                | 35 & 10% |
| Iron Bench, new design..... | 35 & 10% |

## Lifters

|                          |  |
|--------------------------|--|
| See Transm. Lifters..... |  |
|--------------------------|--|

## Lines

|                                                                                   |                      |
|-----------------------------------------------------------------------------------|----------------------|
| Cotton and Linen Fish.....                                                        | 40%                  |
| Cotton Chalk, 30 feet.....                                                        | 40 & 10%             |
| Cotton Trot.....                                                                  | 30%                  |
| Samson Cot., Nos. 4, \$2.30; 4 1/2, \$3.75.....                                   | 30%                  |
| Silver Lake braided, 7 gro., Nos. 0, \$6.00; 1, \$6.50; 2, \$7.00; 3, \$7.50..... | 30%                  |
| Wire Clothes:                                                                     |                      |
| 100 feet.....                                                                     | 18 19 20             |
| 75 feet.....                                                                      | \$6.25 \$5.00 \$1.75 |
|                                                                                   | 1.80 1.55 1.10       |

## Locks

## DOOR LOCKS, LATCHES, &amp; C—

|                          |     |
|--------------------------|-----|
| Lockwood Mfg. Co.....    | 40% |
| R. & E. Mfg. Co.....     | 10% |
| Reading Hardware Co..... | 40% |
| Sargent & Co.....        | 40% |

## CABINET—

|                    |     |
|--------------------|-----|
| Eagle Lock Co..... | 35% |
| Corbin.....        | 35% |
| Yale.....          | 35% |

## PADLOCKS—

|                                               |               |
|-----------------------------------------------|---------------|
| Acme bicycle and satchel, 7 doz., \$3.00..... | 40%           |
| Acme Sword Co.....                            | 40 & 45%      |
| Brown's brass.....                            | 25%           |
| Brown's chain.....                            | 25%           |
| Champion.....                                 | 40%           |
| Eagle.....                                    | 40%           |
| Smith & Egge bicycle.....                     | 50%           |
| Wrought iron.....                             | 75 & 10 & 80% |
| Yale Lock Co.....                             | 60%           |

## TRUNK—

|               |     |
|---------------|-----|
| Corbin's..... | 40% |
| Eagle.....    | 40% |

## Machine Bolts

|                |  |
|----------------|--|
| See Bolts..... |  |
|----------------|--|

## Mail Boxes

|                      |  |
|----------------------|--|
| See Boxes, Mail..... |  |
|----------------------|--|

## Mallets

|                                        |              |
|----------------------------------------|--------------|
| Hickory.....                           | 45 & 5 & 50% |
| Lignumvite.....                        | 45 & 5 & 50% |
| Bliss.....                             |              |
| Carpenters, Tanners, Box, Carvers..... | 35%          |

## Maslin Kettles

|                      |  |
|----------------------|--|
| See Hollow Ware..... |  |
|----------------------|--|

## Mattocks

|                                |                |
|--------------------------------|----------------|
| Cronk's Garden, net 7 doz..... | \$4.00         |
| Regular Goods.....             | 70 & 10% & 75% |

## Meat and Food Cutters

|                                |                               |
|--------------------------------|-------------------------------|
| American.....                  | 80%                           |
| No. ....                       | 1 2 3 4                       |
| Dixon's, 7 doz.....            | 50 & 10 & 40 & 10%            |
| No. ....                       | 1 2 3 4                       |
| Each.....                      | \$14 \$17 \$19 \$30           |
| Enterprise.....                | 25 & 25 & 7 1/2%              |
| No. ....                       | 5 10 12 20 22 32              |
| Each.....                      | \$2 \$3 \$2.75 \$5 \$4.50 \$6 |
| Little Giant.....              | 40 & 50%                      |
| No. ....                       | 805 810 812 820 822           |
| Each.....                      | \$35 \$48 \$44 \$73 \$68      |
| Woodruff's, 7 doz.....         | 40 & 50%                      |
| No. ....                       | 100 150                       |
| Each.....                      | \$15 \$18                     |
| Beef Shavers (Enterprise)..... | 25 & 30%                      |

## Meat Juice Extractors

|                 |          |
|-----------------|----------|
| Enterprise..... | 25 & 30% |
|-----------------|----------|

## Metals, Anti-Friction

|                                   |      |
|-----------------------------------|------|
| Magnolia Metal Co.:               |      |
| Defender.....                     | 7 Lb |
| Koemic.....                       | 30c  |
| Magnolia, Anti-Friction.....      | 18c  |
| Mysic.....                        | 15c  |
| I. O. B. New York or Chicago..... |      |

## Melting Ladles

|                                      |               |
|--------------------------------------|---------------|
| Monroe's Patent, 7 doz., \$4.00..... | 40%           |
| Sargent's.....                       | 60 & 60 & 10% |

## Mitre Boxes

|                             |          |
|-----------------------------|----------|
| C. E. Jennings & Co.....    | 30 & 10% |
| Seavey's, 7 doz.....        | 30%      |
| Stanley Rule and Level Co.: |          |
| Nos. 340 to 400.....        | 30%      |
| Nos. 50 and 60.....         | 25%      |

## Mop Wringers

|                     |         |
|---------------------|---------|
| No. 1 Reliance..... | 7 Doz.  |
| No. 2 Reliance..... | \$12.00 |
| No. 2 Reliance..... | 16.00   |

## Motors

## COFFEE MILL—

|                                  |        |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$6.00 |
|----------------------------------|--------|

## Nails

|                                                          |               |
|----------------------------------------------------------|---------------|
| See Review of the Markets for Quotations.                |               |
| Wire nails and brads, Papered Assn list, July, 1899..... | 35 & 35 & 10% |

## PICTURE—

|                                       |          |
|---------------------------------------|----------|
| Niles' Patent.....                    | 40%      |
| Porcelain head, combination list..... | 60 & 10% |
| Porcelain head, Sargent's list.....   | 60%      |

## Nail Nippers

|                                   |         |
|-----------------------------------|---------|
| "Gem," 7 gross lots, 7 gross..... | \$21.00 |
| less quantity, 7 dozen.....       | 2.00    |

## Nail Pullers

|                                                                        |                |
|------------------------------------------------------------------------|----------------|
| Ajax, 5 lbs., 7 dozen, net.....                                        | \$7.50         |
| Black Hawk, 7 dozen.....                                               | 9.00           |
| Cyclops.....                                                           | 40 & 10% & 60% |
| Cronk's, 7 dozen, net.....                                             | \$12.00        |
| Eureka, No. 75, 7 doz., net.....                                       | \$3.50         |
| Eureka, No. 76, 7 doz., net.....                                       | \$8.00         |
| Giant, No. 1, 7 doz., \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00..... | 30 & 25%       |
| Lightning, 7 doz., \$18.00.....                                        | 20%            |
| Morrills No. 1, list \$20.00.....                                      | 10%            |
| National, 7 doz., \$24.00.....                                         | 10%            |
| Pelican, 7 doz., \$9.00.....                                           | 40 & 40 & 15%  |
| Rollis Hardware Co., No. 1, \$18.00.....                               | 50 & 10%       |



|                                                |     |       |                                                                                         |    |    |                                             |        |        |                                                               |    |     |
|------------------------------------------------|-----|-------|-----------------------------------------------------------------------------------------|----|----|---------------------------------------------|--------|--------|---------------------------------------------------------------|----|-----|
| IRON PLANES—                                   |     |       | Clothes line, Japanned..... 60                                                          |    |    | IRON OR STEEL—                              |        |        | Wood saw rods..... 30                                         |    |     |
| J. E. Jennings & Co., Iron.....                | 50  | 10    | Common Sense.....                                                                       | 60 | 10 | New list, Jan. 8, 1904.....                 | 70     | 10     | Hand saws, Nos. 12, 16, 18, D100, D105, 120, 77, 8.....       | 35 |     |
| Sargent's.....                                 | 60  | 20    | Dumb Weller.....                                                                        | 60 | 10 | Tinners.....                                | 70     | 10     | Hand saws, Nos. 7, 107, 107 1/2, 8, 1, 0, 0, combination..... | 80 |     |
| Stanley Rule & Level Co.....                   | 35  |       | Pompey Ash Pulley.....                                                                  | 60 |    | Miscellaneous.....                          | 70     | 10     | Compass, keyhole, pruning, dovetail, &c.....                  | 35 |     |
| Bailey's.....                                  | 35  |       | Size steel 1, No. 8, 7, 2 in. 1/2 doz.....                                              | 50 |    | <b>Rivet Sets</b>                           |        |        | Butcher saws and blades.....                                  | 30 |     |
| Miscellaneous.....                             | 30  | 25    | Grand Rapids "all steel.....                                                            | 50 |    | Regular list.....                           | 70     |        | C. E. Jennings & Co.'s.....                                   | 30 | 10  |
| <b>PLANE IRONS—</b>                            |     |       | Hay Fork, swivel eye, 1/2 doz., 4 in., \$2.75; 5 in., \$3.00.....                       | 55 |    | <b>Rollers, Stay</b>                        |        |        | Hand Panel, rip & other saws.....                             | 30 | 25  |
| Buck Bros.....                                 | 60  |       | Hay Fork, Harts, 1/2 in., 1/2 doz., \$3.50.....                                         | 50 |    | Cronk's.....                                | 50     | 55     | Cross cuts.....                                               | 50 |     |
| C. E. Jennings & Co.....                       | 15  | 10    | Hot House.....                                                                          | 50 |    | No.....                                     | 50     | 55     | Hand panel and rip.....                                       | 30 |     |
| Stanley R. & L. Co.....                        | 35  |       | Stowell's Anti-Friction, 5 in. wheel, 1/2 doz., \$12.00.....                            | 40 |    | 1/2 Dozen.....                              | 50c    | 55c    | Richardson's.....                                             | 50 |     |
| L. & J. White.....                             | 20  | 25    | Side, Anti-Friction.....                                                                | 40 |    | 1/2 Dozen.....                              | 50c    | 55c    | Circular and mill.....                                        | 50 |     |
| <b>Pliers and Nippers</b>                      |     |       | Upright.....                                                                            | 50 | 10 | <b>Rope</b>                                 |        |        | Cuts.....                                                     | 50 |     |
| Acme Nippers.....                              | 50  | 25    | <b>Pumps</b>                                                                            |    |    | Cotton Rope.....                            | 1/2    |        | Star, Butcher.....                                            | 35 |     |
| Button.....                                    | 75  | 10    | Cistern, best grades.....                                                               | 80 |    | Best 1/2 in. and larger.....                | 16 1/2 | 18c    | <b>HACK SAWS AND FRAMES—</b>                                  |    |     |
| Cronk & Carrier Mfg. Co.....                   | 75  | 10    | Pitcher Spout, best grades.....                                                         | 75 | 25 | Medium.....                                 | 15 1/2 | 16 1/2 | <b>Diamond Saw &amp; Stamping Works:</b>                      |    |     |
| Cronk's.....                                   | 60  |       | Power Pumps, Myers.....                                                                 | 50 |    | 1/2 in. and larger.....                     | 13 1/2 | 14c    | Sterling Power Hack Saw Machines.....                         | 10 |     |
| Stub's Pattern.....                            | 50  |       | Spray Pumps, Myers.....                                                                 | 50 | 10 | 5/8 in. and 1 in.....                       | 14 1/2 | 15c    | Sterling Saw Machines.....                                    | 10 |     |
| Combination and others.....                    | 50  |       | Spray Pumps, Kohler's.....                                                              |    |    | 1/2 in. and larger.....                     | 9 1/2  | 10c    | Sterling hack saw blades.....                                 | 35 |     |
| Heller's Farmers' Nippers.....                 | 40  | 10    | Mechanical, net 1/2 doz.....                                                            | 7  | 50 | <b>Root Cutters</b>                         |        |        | Sterling hack saw frames.....                                 | 35 |     |
| and Tools.....                                 | 40  | 10    | F. E. Myers & Bro., low list.....                                                       | 7  | 50 | Lane's.....                                 | 25     |        | Disston's.....                                                | 35 |     |
| The Nettleton Mfg. Co. Reversible.....         | 40  |       | No. 1, Fig. 328, 3/4 in. Shallow Well Pump.....                                         | 15 | 00 | Athol, Steel.....                           | 25     |        | Keystone flex. back and mach. blades.....                     | 35 |     |
| Cutting Nippers.....                           | 40  |       | No. 8, Fig. 328, 3/4 in. Shallow Well Pump.....                                         | 15 | 00 | Boxwood.....                                | 60     | 10     | Hack saw frames.....                                          | 30 |     |
| P. S. & W. Tinner's Cutting Nippers.....       | 40  |       | No. 5, Fig. 307, 3/4 in. Deep Well Pump.....                                            | 15 | 00 | Ivory.....                                  | 60     | 10     | Griffin's.....                                                | 40 | 10  |
| Utica Drop Forge & Tool Co.....                | 40  |       | No. 6 1/2, Fig. 307, 3/4 in. Deep Well Pump.....                                        | 17 | 00 | Kenilworth & Esler Co.....                  | 35     | 10     | Complete.....                                                 | 40 | 10  |
| Pliers and Nippers, all kinds.....             | 40  |       | No. 14, Fig. 321, 3/4 in. Deep or Shallow Well Pump.....                                | 15 | 00 | Folding, wood.....                          | 35     | 10     | Saw blades.....                                               | 35 | 25  |
| <b>Plow Bolts</b>                              |     |       | No. 22, Fig. 328, 3/4 in. Deep Well Pump.....                                           | 17 | 00 | Larkin's.....                               | 50     | 10     | Star, saws and blades.....                                    | 15 | 10  |
| See Bolts.....                                 |     |       | No. 55, Fig. 331, 3/4 in. Shallow Well Pump.....                                        | 14 | 00 | Lumber.....                                 | 60     |        | <b>Saw Filer</b>                                              |    |     |
| <b>Plumb Bobs</b>                              |     |       | No. 70, Fig. 333, 3/4 in. Deep Well Pump.....                                           | 15 | 00 | Miscellaneous, Stanley's.....               | 60     |        | Disston's Ds Clamp and Guide, \$30.00                         |    |     |
| Kenilworth & Esler Co.....                     | 35  | 1/2   | No. 102, Fig. 448, 3/4 in. Lift Pump.....                                               | 9  | 00 | <b>Sad Irons</b>                            |        |        | \$ doz.....                                                   | 30 |     |
| <b>Plumbs and Levels</b>                       |     |       | No. 102, Fig. 448, 3/4 in. Lift Pump.....                                               | 11 | 00 | <b>DOVER ASBESTOS—</b>                      |        |        | C. E. Jennings & Co.....                                      | 30 |     |
| Cook's.....                                    | 40  | 10    | No. 125, Fig. 510, 3/4 in. Lift Pump.....                                               | 7  | 00 | Polishing.....                              | 50     |        | Richardson's Wood.....                                        | 35 |     |
| Davis.....                                     | 30  |       | No. 181, Fig. 510, 3/4 in. Lift Pump.....                                               | 8  | 50 | Pressing.....                               | 50     |        | Sterling.....                                                 | 35 |     |
| Inclinometers.....                             | 25  | 10    | No. 225, Fig. 389, Windmill Pump.....                                                   | 12 | 50 | Laundry.....                                | 45     |        | <b>Saw Sets</b>                                               |    |     |
| Iron Levels.....                               | 60  | 10    | No. 225, Fig. 408, Windmill Pump.....                                                   | 16 | 00 | Reeve.....                                  | 50     |        | Atkins.....                                                   |    |     |
| Disston's Plumbs and Levels.....               | 60  | 10    | No. 240, Fig. 408, Regulator Pump.....                                                  | 28 | 00 | Tourist.....                                | 50     |        | Criterion saw sets, 1/2 doz.....                              | 50 | 00  |
| Disston's Pocket Levels.....                   | 60  | 10    | No. 302, Fig. 477, Spray Pump, complete.....                                            | 11 | 50 | Toy.....                                    | 50     |        | Excelsior saw tools No. 1, 1/2 doz.....                       | 4  | 80  |
| C. E. Jennings & Co.'s Iron, Adjust.....       | 35  | 1/2   | No. 380, Fig. 547, Knapsack Spray Pump.....                                             | 10 | 00 | Blacklock.....                              | 50     |        | Disston's Monarch, Nos. 1 & 10 & Star.....                    | 8  | 00  |
| able.....                                      | 40  | 7 1/2 | Discount 50% f. o. b. Ashland.....                                                      |    |    | Plain black in cases, 1/2 100 lbs.....      | 2      | 75     | Hart's patent lever.....                                      | 30 |     |
| Stanley R. & L. Co.....                        | 40  |       | No. 388, Fig. 518, Low Down Tank Force Pump, net.....                                   | 5  | 00 | Bronze finished in cases, 1/2 100 lbs.....  | 3      | 15     | Kohler's.....                                                 | 30 |     |
| Stanley's Duplex.....                          | 35  |       | No. 390, Fig. 492, Bucket Spray Pump, net.....                                          | 2  | 00 | Aluminum finish, in cases, 1/2 100 lbs..... | 2      | 35     | "Giant Royal," 1/2 doz. net.....                              | 7  | 50  |
| Woods' Extension.....                          | 35  | 1/2   | <b>Punches</b>                                                                          |    |    | Full nickel, in cases, 1/2 100 lbs.....     | 3      | 75     | "Royal," 1/2 doz. net.....                                    | 4  | 50  |
| <b>Poachers</b>                                |     |       | Bemis & Call Co.'s.....                                                                 |    |    | <b>COLD HANDLED—</b>                        |        |        | Morrill's.....                                                |    |     |
| See Egg Poachers.....                          |     |       | Cast Steel Drive.....                                                                   | 50 |    | Enterprise Mfg. Co. of Pa. New List.....    | 12 1/2 | 17 1/2 | Nos. 1, \$15.00; 10, \$15.00; 11, \$15.00.....                | 50 |     |
| <b>Police Goods</b>                            |     |       | Morrill's.....                                                                          | 50 |    | <b>Safety Fuse</b>                          |        |        | Cross cuts, Nos. 3 & 4, \$30.00; 5, \$30.00.....              | 50 |     |
| Tower & Lyon.....                              | 25  |       | Niagara Hollow.....                                                                     | 40 |    | Burr Mfg. Co., steel.....                   | 70     | 10     | Richardson's.....                                             | 35 |     |
| <b>Polish Metal</b>                            |     |       | Niagara Solid.....                                                                      | 55 | 10 | <b>Safety Lifts</b>                         |        |        | Sherman Smith & Son, hammer, 1/2 doz.....                     | 4  | 75  |
| Prestoline Liquid, new list.....               | 40  |       | Saddlers' or Drive, good.....                                                           | 60 | 65 | Burr Mfg. Co., steel.....                   | 70     | 10     | Stichman's, 1/2 doz.....                                      | 1  | 00  |
| Prestoline Paste.....                          | 40  |       | Snells' Tinner's.....                                                                   | 40 | 25 | <b>Sand and Emery Paper and Cloth</b>       |        |        | Taintor's Positive, 1/2 doz.....                              | 60 |     |
| George William Hoffman.....                    | 40  |       | <b>Rail</b>                                                                             |    |    | Haeder, Adamson & Co.'s list.....           | 50     | 10     | <b>Scales</b>                                                 |    |     |
| U. S. Metal Polish Paste, 8 oz boxes.....      | 50  |       | Barn Door, Light, Inches.....                                                           | 1  | 35 | Emery cloth.....                            | 50     | 10     | Chatillon's.....                                              | 25 |     |
| 1/2 doz.....                                   | 4   | 50    | 100 feet.....                                                                           | 1  | 35 | Garnet paper.....                           | 25     |        | Favorite.....                                                 | 50 |     |
| 1 pound boxes.....                             | 4   | 50    | Barn Door, "None Better" No. 1, 1/2 ft.....                                             | 2  | 50 | Flint and emery paper.....                  | 50     | 10     | Grocers' triple scales.....                                   | 50 |     |
| 1 pound boxes, 1/2 doz.....                    | 2   | 25    | Barn Door, "None Better" No. 2, 1/2 ft.....                                             | 2  | 50 | <b>Sash Balances</b>                        |        |        | Family, Turnbull's.....                                       | 50 | 50  |
| U. S. Liquid, 8 oz cans, 1/2 doz.....          | 1   | 25    | B. D. for E. Hangers.....                                                               | 70 |    | Caldwell Mfg. Co.....                       | 50     |        | Hatch.....                                                    | 40 |     |
| Harkeeper's Friend Metal Polish.....           | 1   | 75    | Angular.....                                                                            | 70 |    | Pullman.....                                | 50     | 10     | Counter.....                                                  | 40 |     |
| 1/2 doz.....                                   | 1   | 75    | Double Flange, 1/2 ft., 8c.....                                                         | 70 |    | Victor bronze.....                          | 75     |        | Union Platform, plain.....                                    | 1  | 50  |
| 1/2 doz.....                                   | 1   | 75    | Cronk's.....                                                                            | 70 |    | Victor steel.....                           | 70     |        | Striped.....                                                  | 2  | 00  |
| <b>Polish Stove</b>                            |     |       | O. N. T. style, No. 18.....                                                             | 3  | 75 | <b>Sash Chain</b>                           |        |        | Pelouze.....                                                  | 50 |     |
| Black Eagle benzine paste, 5 lb cans.....      | 100 |       | Double braced, No. 10.....                                                              | 3  | 75 | Competition.....                            | 50     | 10     | <b>Scale Beams</b>                                            |    |     |
| Black Eagle, liquid, 10 oz. cans.....          | 75c |       | O. N. T. 1 in., 1/2 100 ft., net.....                                                   | 2  | 75 | lves.....                                   | 35     |        | Chatillon's No. 1.....                                        | 25 |     |
| Black Jack paste, 1/2 lb cans, 1/2 doz.....    | 9   | 00    | O. N. T. 1 1/2 in., net.....                                                            | 4  | 00 | Titan (Tight-on).....                       | 35     | 1/2    | Chatillon's No. 2.....                                        | 25 |     |
| Black Kid paste, 5 lb can, each.....           | 65c |       | O. N. T. 1 1/2 in., net.....                                                            | 4  | 00 | <b>Sash Cord &amp; Weight Fastener</b>      |        |        | <b>Scrapers, &amp;c</b>                                       |    |     |
| Ladd's Black Beauty, 1/2 doz.....              | 50  |       | Hinge Hanger, 1 in., 1/2 100 ft.....                                                    | 8  | 50 | Cable Laid Italian, 1/2 lb.....             | 16     | 18c    | Adj. Box scrapers (S. R. & L. Co.) \$6.00.....                | 45 |     |
| Joseph Dixon's, 1/2 doz.....                   | 10  |       | Stowell's Wrought steel.....                                                            | 25 |    | Cable Laid Russian, 1/2 lb.....             | 16     | 18c    | Box, 1 handle, 1/2 doz.....                                   | 2  | 00  |
| Dixon's Plumbago, 1/2 lb.....                  | 8c  |       | Sliding Door, Bronze Wrought Iron.....                                                  | 6  | 50 | Common India, 1/2 lb.....                   | 16     | 18c    | Box, 2 handle, 1/2 doz.....                                   | 2  | 50  |
| Firestone, 1/2 doz.....                        | 2   | 50    | Sliding Door, Steel, Brass Plated, 1/2 ft.....                                          | 6  | 50 | Patent Russia, 1/2 lb.....                  | 16     | 18c    | Wool.....                                                     | 55 | 25  |
| Gem, 1/2 doz.....                              | 10  |       | Sliding Door, Wrought brass, 1/2 in 1/2 lb.....                                         | 25 |    | Patent India, 1/2 lb.....                   | 12     | 12     | Ship, Common, 1/2 doz., net.....                              | 2  | 40  |
| Japanese, 1/2 doz.....                         | 3   | 50    | Victor Track Rail, 7c 1/2 ft.....                                                       | 60 | 10 | Silver Lake.....                            | 12     | 12     | Ship, R. I. Tool Co.....                                      | 10 |     |
| Jet black, per gross.....                      | 3   | 50    | <b>Rakes, Etc</b>                                                                       |    |    | A Quality, drab, 1/2 lb.....                | 45c    |        | <b>SIDEWALK—</b>                                              |    |     |
| Peerless Iron enamel, 10 oz. cans 1/2 doz..... | 1   | 50    | Cronk's.....                                                                            | 70 | 10 | A Quality, white, 1/2 lb.....               | 40c    |        | Kohler's steel No. 7, 1/2 doz.....                            | 3  | 00  |
| Wynn's.....                                    | 70c |       | Malleable.....                                                                          | 70 | 10 | B Quality, drab, 1/2 lb.....                | 40c    |        | <b>Screw Drivers</b>                                          |    |     |
| Black silk, 5 lb. pall, each.....              | 70c |       | New Champion.....                                                                       | 25 | 75 | B Quality, white, 1/2 lb.....               | 35c    |        | Brace Screw drivers.....                                      | 25 | 10  |
| Black silk, 1/2 lb. box, 1/2 doz.....          | 1   | 00    | Victor.....                                                                             | 35 | 00 | <b>Sash Fasteners</b>                       |        |        | Buck Bros.....                                                | 30 |     |
| Black silk, 5 oz box, 1/2 doz.....             | 75c |       | Anti-Clog Lawn.....                                                                     | 75 | 10 | Imperial.....                               | 35     | 1/2    | Screw Driver Bits.....                                        | 45 | 50  |
| Black silk, 1/2 pint liquid, 1/2 doz.....      | 1   | 00    | Never Break Garden.....                                                                 | 75 | 10 | Sash rollers.....                           | 70     |        | Champion.....                                                 | 45 | 50  |
| <b>Poppers, Corn</b>                           |     |       | Queen City Lawn.....                                                                    | 40 |    | Champion.....                               | 70     |        | Disston's Flat Blade, electric, telegraph.....                | 70 |     |
| Square.....                                    | 1   | 00    | Kohler's.....                                                                           | 40 |    | Ives casement fasteners.....                | 40     |        | and cabinet makers.....                                       | 70 |     |
| 1 qt.....                                      | 1   | 00    | Lawn Queen, 30.....                                                                     | 3  | 25 | Ives Crescent, iron.....                    | 40     | 20     | Electric spiral, No. 01, 1/2 doz., net.....                   | 5  | 00  |
| 1 1/2 qt.....                                  | 1   | 20    | Junbo Lawn, 30.....                                                                     | 3  | 25 | Ives Crescent, bronze and brass.....        | 40     | 20     | Electric spiral, No. 02, ".....                               | 5  | 00  |
| 2 qt.....                                      | 1   | 20    | Paragon (wood head).....                                                                | 2  | 50 | Monitor, steel.....                         | 25     |        | Elkhart's socket and ratchet.....                             | 40 | 10  |
| <b>Post Hole Diggers</b>                       |     |       | Steel Garden, 10th.....                                                                 | 2  | 00 | Shutter sheaves.....                        | 60     |        | Freely's hollow idle sets, No. 3, \$12.00.....                | 50 |     |
| Avery's "New-Break" 1/2 doz.....               | 24  | 00    | Victor Track Rail, 7c 1/2 ft.....                                                       | 60 | 10 | Window screen sash lifts.....               | 60     |        | C. E. Jennings & Co., No. 285.....                            | 40 | 10  |
| Disston's Samson Digger, 1/2 doz.....          | 24  | 00    | <b>Razors</b>                                                                           |    |    | <b>Sash Locks</b>                           |        |        | Jennings & Griffin.....                                       | 65 | 1/2 |
| Kohler's.....                                  | 25  |       | Electric.....                                                                           | 1  | 20 | Champion meeting rail.....                  | 50     |        | Sargent & Co.'s.....                                          | 65 | 1/2 |
| Little Giant.....                              | 1/2 | 10    | Roracic.....                                                                            | 60 |    | Champion slide.....                         | 50     |        | No. 1 forged blade.....                                       | 50 | 10  |
| Hercules.....                                  | 1/2 | 10    | Fox.....                                                                                | 40 |    | Ives.....                                   | 50     |        | Nos. 20 and 40.....                                           | 65 | 1/2 |
| Invincible.....                                | 1/2 | 10    | J. R. Torrey Razor Co.....                                                              | 20 |    | Bronze and Brass.....                       | 55     | 1/2    | Screw Driver bits (Snell's) 1/2 doz.....                      | 60 |     |
| Pioneer.....                                   | 1/2 | 10    | Westonholm & Butcher, \$10.00 to 2.....                                                 | 10 |    | Cast Iron.....                              | 60     |        | Stanley R. & L. Co.'s.....                                    | 60 |     |
| Universal.....                                 | 1/2 | 10    | <b>Razor Hones</b>                                                                      |    |    | Crescent.....                               | 40     | 20     | No. 64, varnished handles.....                                | 60 | 10  |
| New Champion.....                              | 1/2 | 10    | Pike Mfg. Co.....                                                                       | 50 |    | Iron.....                                   | 62 1/2 |        | Victor.....                                                   | 55 |     |
| Rival.....                                     | 1/2 | 10    | Belgian German and Swaty, all sizes.....                                                | 50 |    | Wrought ventilating.....                    | 85 1/2 |        | Defancio.....                                                 | 70 |     |
| Ryan's.....                                    | 1/2 | 10    | Pike's Selling Assortments.....                                                         | 18 | 00 | Robinson pat. ventilating sash lock.....    | 85 1/2 |        | Snell's No. 5.....                                            | 75 | 5   |
| Iwan's.....                                    | 1/2 | 10    | Assortment No. 1.....                                                                   | 18 | 00 | Wrought bronze and brass.....               | 55     |        | No. 10.....                                                   | 75 | 5   |
| Split handle.....                              | 1/2 | 10    | No. 2.....                                                                              | 10 | 00 | Wrought metal.....                          | 55     |        | Nos. 20 and 30.....                                           | 60 | 10  |
| Perfection.....                                | 1/2 | 10    | <b>Registers and Ventilators</b>                                                        |    |    | Paysons Signal.....                         | 80     |        | Tower & Lyon.....                                             | 60 | 10  |
| Rockford Tack & Nail Co.....                   | 1/2 | 10    | HOT AIR—                                                                                |    |    | Pulman patent ventilating.....              | 25     |        | Champion.....                                                 | 40 |     |
| Rockford brand.....                            | 1/2 | 10    | New list, July 1, 1907.....                                                             |    |    | <b>Sash Weights</b>                         |        |        | Magazine.....                                                 | 25 |     |
| Atlas pattern.....                             | 1/2 | 10    | Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated..... | 65 | 70 | Ton lots at factory (Eastern).....          | 30     | 00     | Machinists.....                                               | 40 |     |
| <b>Post Hole Augers</b>                        |     |       | White Porcelain.....                                                                    | 60 |    | <b>Sausage Stuffers or Fillers</b>          |        |        | Belley's patent.....                                          | 35 | 1/2 |
| Iwan's Patent Improved.....                    | 40  | 25    | Solid Brass and Bronze Metal.....                                                       |    |    |                                             |        |        |                                                               |    |     |







# HARDWARE BUYERS' DIRECTORY

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Tanite Co., Stroudsburg, Pa.

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Magnolia Metal Co., New York

### Anvils

Alfred Field & Co., New York

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Snowflake Axle Grease Co., Fitchburg, Mass.

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Magnolia Metal Co., New York

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The Yale & Towne Mfg. Co., New York.

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Kenvin & Cummings Co., Philadelphia, Pa.

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Oneida Community, Oneida, N. Y.

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Covert Mfg. Co., Troy, N. Y.  
Oneida Community, Oneida, N. Y.

### Chains, Halter

Oneida Community, Ltd., Oneida, N. Y.

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Oneida Community, Oneida, N. Y.  
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Columbus Bolt Works, Columbus, O.

**Forging Drops**Waterbury Farrel Foundry & Machine  
Co., Waterbury, Conn.**Forks**

American Fork &amp; Hoe Co., Cleveland, O.

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**Fruit Jar Wrenches**

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**Fruit Presses**

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**Fry-Pan Lids and Pot Covers**

Kitchen Specialty Mfg. Co., Reading, Pa.

**Galvanized Hoops, Bars & Bands**

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**Galvanized Wire**

Fuller Bros. &amp; Co., New York

**Galvanized Ware**

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**Garden Hose**Voorhees Rubber Mfg. Co., Jersey City,  
N. J.**Garbage Cans**

Atlantic Stamping Co., Rochester, N. Y.

**Garden Rakes—Steel**Am. Fork & Hoe Co., Cleveland, O.  
Cronk & Carrier Mfg. Co., Elmira, N. Y.**Garden Tools**Alfred Field & Co., New York  
Am. Fork & Hoe Co., Cleveland, O.**Garden Trowels (Never Break)**

Avery Stamping Co., Cleveland, Ohio.

**Garnet Paper**

Baeder &amp; Adamson Co., Phila. and N. Y.

**Gas Cooking Ranges**

Albany Foundry Co., Albany, N. Y.

**Gas Heaters**

Albany Foundry Co., Albany, N. Y.

**Gas Industrial Appliances**

Albany Foundry Co., Albany, N. Y.

**Gas Pliers**

Cronk &amp; Carrier Mfg. Co., Elmira, N. Y.

**Gas Ranges**

Albany Foundry Co., Albany, N. Y.

**Gasfitters' Supplies**Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.**Gas Stoves**Taylor & Boggis Foundry Co., Cleve-  
land, O.**Gauges, Butt**

Stanley Rule and Level Co., New York

**Gimlets**

C. E. Jennings &amp; Co., New York.

**Glass Cutters**

W. L. Barrett, Bristol, Conn.

**Glue**Baeder, Adamson & Co., N. Y., Phila.,  
Boston and Chicago**Government Contracts**U. S. Government Advertiser, Washing-  
ton, D. C.**Grain Cradles**

Am. Fork &amp; Hoe Co., Cleveland, O.

**Grain and Barley Forks**

Am. Fork &amp; Hoe Co., Cleveland, O.

**Graphite**

Jos. Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks**Am. Fork & Hoe Co., Cleveland, O.  
Wilkinson Shear & Cutlery Co., Read-  
ing, Pa.**Grass Shears**Wilkinson Shear & Cutlery Co., Read-  
ing, Pa.**Grinding Machines**

The Tanite Co., Stroudsburg, Pa.

**Gummers, Saw**

Henry Diston &amp; Sons., Phila., Pa.

**Guns**Alfred Field & Co., New York.  
Harrington & Richardson Co., Worcester  
Mass.  
J. Stevens Arms & Tool Co., Chicopee  
Falls, Mass.  
Trout Hardware Co., Chicago, Ill.**Hack Saw Blades, Sterling**Diamond Saw & Stamping Works, Buf-  
falo, N. Y.**Hack Saw Frames**Diamond Saw & Stamping Works, Buf-  
falo, N. Y.**Hack Saws (Sterling)**Diamond Saw & Stamping Co., Buffalo,  
N. Y.**Hack Saws (Universal)**West Haven Mfg. Co., New Haven,  
Conn.**Hair Felting**Baeder, Adamson & Co., N. Y., Phila.,  
Boston and Chicago**Halter Chains**

Covert Mfg. Co., Troy, N. Y.

**Halters, Web and Rope**

Covert Mfg. Co., Troy, N. Y.

**Hammers**Henry Cheney Hammer Co., Little  
Falls, N. Y.  
Stanley Rule & Level Co., New York**Hammers, Adz-Eye**Henry Cheney Hammer Co., Little Falls,  
New York**Hand and Foot Power Grinders**

Royal Mfg. Co., Lancaster, Pa.

**Handles**Walter A. Zelnicker Supply Co., St.  
Louis, Mo.**Handles, Tool**

Berger Bros. Co., Philadelphia

**Hangers, Barn Door**Cronk & Carrier Mfg. Co., Elmira  
McKinney Mfg. Co., Allegheny, Pa.**Hangers, Coat and Hat**

Cronk &amp; Carrier Mfg. Co., Elmira, N. Y.

**Hangers, Joist and Wall**

Van Dorn Iron Works, Cleveland, O.

**Hangers, Parlor Door**

Lane Bros. Co., Poughkeepsie, N. Y.

**Hangers, Pipe**Berger Bros. Co., Philadelphia.  
Walworth Mfg. Co., Boston, Mass.**Hardware Jobbers**Kelley-How-Thomson Co., Duluth, Minn.  
Trout Hardware Co., Chicago, Ill.**Hardware Mfrs' Agents, Etc.**

Robert Murray, New York

**Hardware Specialties**Enterprise Mfg. Co. of Pa., Phila.  
Alfred Field & Co., New York  
Forsyth Mfg. Co., Buffalo, N. Y.  
H. B. Ives Co., New Haven, Conn.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Robert Murray, New York  
Parker Wire Goods Co., Worcester, Mass.  
Taylor & Boggis Foundry Co., Cleve-  
land, O.**Harness Dressing**

Frank Miller Co., New York, N. Y.

**Harness Snaps**

Covert Mfg. Co., Troy, N. Y.

**Hatchets**

Peck Edge Tool Co., Cohoes, N. Y.

**Hasps and Staples**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools**

F. E. Myers &amp; Bro., Ashland, Ohio

**Hay Forks**

Am. Fork &amp; Hoe Co., Cleveland, O.

**Hay Racks**

Ohio Structural Iron Co., Sandusky, O.

**Hedge Shears**Wilkinson Shear & Cutlery Co., Read-  
ing, Pa.**Hinges**Griffin Mfg. Co., Erie, Pa.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.**Hinges, Spring**Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago**Hitching Posts**

Ohio Structural Iron Co., Sandusky, O.

**Hoes**

American Fork &amp; Hoe Co., Cleveland, O.

**Hoisting Machinery**

Kimball Bros. Co., Council Bluffs, Ia.

**Hones, Razor**S. R. Droecker, New York.  
Alfred Field & Co., New York  
Pike Mfg. Co., Pike, N. H.**Hook Racks**

Udell Works, Indianapolis, Ind.

**Hooks**

Berger Bros. Co., Philadelphia

**Horse and Cattle Ties**Covert Mfg. Co., Troy, New York  
Onida Community, Ltd., Kenwood, N. Y.**Horse Clipping Machines**

Am. Shearer Mfg. Co., Nashua, N. H.

**Horse Nails**Capewell Horse Nail Co., Hartford, Conn.  
Standard Horse Nail Co., New Brighton,  
Pa.**Horse Raps**G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.**Horse Shears**Wilkinson Shear & Cutlery Co., Read-  
ing, Pa.**Hose (Fire)**Voorhees Rubber Mfg. Co., Jersey City,  
N. J.**Hose (Garden)**Voorhees Rubber Mfg. Co., Jersey City,  
N. J.**Hose Pipe**

F. E. Myers &amp; Bro., Ashland, Ohio

**Hose, Rubber**F. E. Myers & Bro., Ashland, Ohio  
Voorhees Rubber Mfg. Co., Jersey City  
N. J.**Household Specialties**

Forsyth Mfg. Co., Buffalo, N. Y.

**Household Tin Ware**

Atlantic Stamping Co., Rochester, N. Y.

**Ice Balances**John Chatillon & Sons, New York  
Pelouze Scale & Mfg. Co., Chicago**Ice Chisels**

John Chatillon &amp; Sons, New York

**Ice Cream Freezers**

North Bros., Mfg. Co., Philadelphia

**Ice Picks**John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York**Ice Tools**John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.**Importers**S. Gutterman & Co., Ltd., London and  
New York.**Injectors**

N. A. Watson, Erie, Pa.

**Inclinometers**Russell-Kimball Mfg. Co., Dunkirk,  
N. Y.**Insect Exterminators**Hammond's Slug Shot Works, Flahkill-  
on-Hudson, N. Y.**Iron Enamel**Nickel Plate Stove Polish Co., Chicago  
Ill.**Iron and Steel**

Harold McCalla, Philadelphia, Pa.

**Iron Works**Enterprise Foundry & Fence Co.,  
Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.**Jack Chains**Smith & Egge Mfg. Co., Bridgeport,  
Conn.**Kerosene Furnaces**

Barthel Blow Lamp Co., Boston, Mass.

**Kitchen Cutlery**Lamson & Goodnow Mfg. Co., Shel-  
burne Falls, Mass.  
Wilkinson Shear & Cutlery Co., Read-  
ing, Pa.**Knife Sharpeners**Pike Mfg. Co., Pike, N. H.  
The Tanite Co., Stroudsburg, Pa.**Ladders, Folding**Berger Bros. Co., Philadelphia  
Udell Works, Indianapolis, Ind.**Ladders (Rolling)**

Bicycle Step Ladder Co., Chicago, Ill.

**Lard Presses**

Enterprise Mfg. Co. of Pa., Phila.

**Landing Nets, Ring, Staff**

A. F. Meiselbach &amp; Bro., Newark, N. J.

**Lawn Fences**Enterprise Foundry & Fence Co.,  
Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.**Lawn Mowers**Coldwell Lawn Mower Co., Newburgh,  
New York  
Philadelphia Lawn Mower Co., Phila-  
delphia, Pa.Reading Hardware Co., Reading, Pa.  
Worcester Lawn Mower Co., Worcester,  
Mass.**Lawn Mower Grinders**

Root Bros. Co., Plymouth, Ohio.

**Lawn Seats**

Ohio Structural Iron Co., Sandusky, O.

**Lawn Weeder**Cleveland Lawn Weeder Co., Cleveland,  
Ohio.**Lead Pencils**

Jos. Dixon Crucible Co., Jersey City, N. J.

**Lemon Squeezers**



**Measuring Tapes**  
Alfred Field & Co., New York  
Kenfel & Esser, New York

**Meat Choppers**  
John Chatillon & Sons, New York  
Enterprise Mfg. Co. of Pa., Phila.  
John H. Graham & Co., N. Y.

**Meat Cutters**  
Enterprise Mfg. Co. of Pa., Phila.

**Metal Shingles**  
Cortright Metal Roofing Co., Philadelphia.  
Montross Metal Shingle Co., Camden, N. J.

**Metal Ware**  
Pritchard-Strong Co., Rochester, N. Y.

**Metal Workers' Crayons**  
Walter A. Zainicker Supply Co., St. Louis, Mo.

**Mills, Coffee and Spice**  
John Chatillon & Sons, N. Y.  
Enterprise Mfg. Co. of Pa., Phila.  
Lane Bros. Co., Poughkeepsie, N. Y.

**Mills, Drug**  
Enterprise Mfg. Co. of Pa., Phila.

**Mincing Knives**  
Enterprise Mfg. Co. of Pa., Phila.

**Molasses Gates**  
Taylor & Boggis Foundry Co., Cleveland, Ohio

**Mops**  
Bay State Mop Co., Woburn, Mass.

**Mop Press**  
Goddard Mop Press Co., Akron, Ohio.

**Mop Wringers**  
Lee Chair Co., Oneida, N. Y.

**"Motor Car" (Automobile Magazine)**  
W. C. Pierson Publishing Co., New York

**Motor Cycles and Accessories**  
Thomas Auto-Bi Co., Buffalo, N. Y.

**Moulding Hooks**  
Forsyth Mfg. Co., Buffalo, N. Y.

**Mowing Machine Oilers**  
American Tube & Stamping Co., Bridgeport, Conn.

**Nail Pullers**  
Belden Machine Co., New Haven, Conn.

**Nails**  
Fuller Bros. & Co., N. Y.

**Nail Sets**  
C. E. Jennings & Co., N. Y.  
L. S. Starrett Co., Athol, Mass.

**Needles**  
Alfred Field & Co., New York

**Nippers**  
Alfred Field & Co., New York  
L. S. Starrett Co., Athol, Mass.

**Numbering Machines**  
Cushman & Denison, New York

**Nuts**  
Columbus Bolt Works, Columbus, O.

**Oilers**  
American Tube & Stamping Co., Bridgeport, Conn.  
Cushman & Denison, New York.

**Oil Cans**  
Atlantic Stamping Co., Rochester, N. Y.  
A. F. Meisselbach & Bro., Newark, N. J.

**Oil Stones**  
S. R. Dreescher, New York.  
Pike Mfg. Co., Pike, N. H.

**Oil Stoves**  
Taylor & Boggis Foundry Co., Cleveland, Ohio

**Ornamental Iron Work**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.

**Ox Yoke and Bows**  
Am. Fork & Hoe Co., Cleveland, O.

**Packing Rubber**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.

**Padlocks**  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
The Yale & Towne Mfg. Co., New York.

**Paints**  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Trout Hardware Co., Chicago, Ill.

**Paper Clips**  
Cushman & Denison, New York  
U. S. Clothes Pin Co., Montpelier, Vt.

**Patents**  
Davis & Davis, New York  
O. J. Haegler, Philadelphia, Pa.

**Pencils**  
Jos. Dixon Crucible Co., Jersey City, N. J.

**Photograph Clips**  
U. S. Clothes Pin Co., Montpelier, Vt.

**Pipe Cutters**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.

**Pipe Fittings**  
Walworth Mfg. Co., Boston, Mass.

**Pipe Straps**  
Berger Bros. Co., Philadelphia  
Walworth Mfg. Co., Boston, Mass.

**Pipe Threading Machines**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

**Pipe Vises**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

**Pipe Wrenches**  
Belden Machine Co., New Haven, Conn.

**Pipe, Wrought**  
Walworth Mfg. Co., Boston, Mass.

**Pistols**  
Harrington & Richardson Arms Co., Worcester, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Planes**  
C. E. Jennings & Co., New York  
Stanley Rule & Level Co., New York

**Plated Ware**  
Alfred Field & Co., New York

**Plates, Machinery**  
Schwerdtle Stamp Co., Bridgeport, Conn.

**Pliers, Fencing**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York

**Plumbers' Supplies**  
Berger Bros. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pocket Cutlery**  
John Chatillon & Sons, New York  
Alfred Field & Co., New York

**Polish, Stove**  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Nickel Plate Stove Polish Co., Chicago, Ill.

**Polishes, Liquid**  
Geo. W. Hoffman, Indianapolis, Ind.  
and New York

**Polishes, Paste**  
Geo. W. Hoffman, Indianapolis, Ind.  
and New York

**Polishing Pastes**  
The Tanite Co., Stroudsburg, Pa.

**Postal Scales**  
Pelouze Scale & Mfg. Co., Chicago, Ill.

**Post Office Lock Boxes**  
The Yale & Towne Mfg. Co., New York.

**Potato Hooks**  
Am. Fork & Hoe Co., Cleveland, O.

**Poultry Netting**  
New Jersey Wire Cloth Co., New York.  
Trenton, Chicago, San Francisco.

**Poultry Specialties**  
Keyes-Davis Co., Ltd., Battle Creek, Mich.

**Power Presses**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Pruning Shears**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.

**Pulleys, Hoisting**  
F. E. Myers & Bro., Ashland, Ohio

**Pumps**  
F. E. Myers & Bro., Ashland, Ohio.

**Punches**  
Chandler & Farquhar, Boston

**Punches, Spring**  
Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Push Plates**  
Champion Safety Lock Co., Geneva, O.

**Rail, Barn Door**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railroad Brasses**  
Magnolia Metal Co., New York

**Raisin Seeders**  
Enterprise Mfg. Co. of Pa., Phila.

**Rakes**  
American Fork & Hoe Co., Cleveland, O.

**Ranges**  
Bonnet-Nance Stove Co., Chicago, Ill.

**Razors**  
Alfred Field & Co., New York  
Jos. Rodgers & Sons, New York and  
Sheffield, England

**Razor Grindstones**  
Pike Mfg. Co., Pike, N. H.

**Razors, Safety**  
Gillette Sales Co., New York, N. Y.

**Reamers**  
C. E. Jennings & Co., New York

**Reels, Rope**  
Udell Works, Indianapolis, Ind.

**Registers, Warm Air**  
Berger Bros. Co. Philadelphia

**Removable Calks**  
Always Sharp Calk Mfg. Co., Jersey City, N. J.

**Revolvers**  
Harrington & Richardson Arms Co., Worcester, Mass.

**Rifles**  
Hamilton Rifle Co., Plymouth, Mich.  
Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Rivet Machinery**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Rivets**  
Berger Bros. Co., Philadelphia  
C. C. & E. P. Townsend, New Brighton, Pa.

**Roller Skates**  
M. C. Henley, Richmond, Ind.

**Roof Bolts**  
Columbus Bolt Works, Columbus, O.

**Roofing, Asbestos**  
Stowell Mfg. Co., Jersey City, N. J.

**Roofing Bracket**  
W. S. Griswold & Co., Springfield, Mass.

**Roofing, Gravel**  
Stowell Mfg. Co., Jersey City, N. J.

**Roofing and Roofers' Supplies**  
American Sheet & Tin Plate Co., Pittsburgh, Pa.  
Am. Steel Roofing Co., Middletown, O.  
Berger Bros. Co., Philadelphia  
Stowell Mfg. Co., Jersey City, N. J.

**Roof Rods**  
Columbus Bolt Works, Columbus, O.

**Rubber Cement, Elastic**  
Stowell Mfg. Co., Jersey City, N. J.

**Rug and Carpet Beaters**  
Holt-Lyon Co., Tarrytown, N. Y.

**Rules**  
Alfred Field & Co., New York  
Stanley Rule & Level Co., New York

**Rules, Steel**  
Kenfel & Esser, New York, N. Y.  
L. S. Starrett Co., Athol, Mass.

**Sad Irons**  
Enterprise Mfg. Co. of Pa., Phila.

**Sad Iron Handles**  
Enterprise Mfg. Co. of Pa., Phila., Pa.

**Safety Razors**  
Gillette Sales Co., New York.  
Perfection Razor Co., Brooklyn, N. Y.

**Sand and Emery Paper**  
Baeder, Adamson & Co., New York.  
Philadelphia, Boston and Chicago

**Sanitary Stoneware**  
Fulper Pottery Co., Flemington, N. J.

**Sash Chains**  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Fasteners**  
Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.

**Sash Fixtures**  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Lifts**  
Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.

**Sash Locks**  
Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.

**Sausage Stuffers**  
Enterprise Mfg. Co. of Pa., Phila.

**Saws**  
Diamond Saw & Stamping Works, Buffalo, N. Y.  
Henry Diston & Sons, Phila., Pa.  
C. E. Jennings & Co., New York

**Saws, Butchers'**  
John Chatillon & Sons, New York

**Saw Gummars**  
Ajax Mfg. Co., Pittsburgh, Pa.

**Saw Sets**  
Alfred Field & Co., New York

**Saw Tools**  
C. E. Jennings & Co., New York

**Scales**  
American Cutlery Co., Chicago, Ill.  
John Chatillon & Sons, New York  
Pelouze Scale & Mfg. Co., Chicago.

**Scissors, Automatic**  
Davies Automatic Shear Co., New York.

**Screen Door Catches**  
Caldwell Mfg. Co., Rochester, N. Y.  
Peck, Stow & Wilcox Co., Cleveland, O.

**Screen Door Pulls**  
Champion Safety Lock Co., Geneva, O.

**Screwless Shears and Scissors**  
Davies Automatic Shear Co., New York.

**Screws**  
Robert Murray, New York

**Screw Drivers**  
C. E. Jennings & Co., New York  
North Bros. Mfg. Co., Philadelphia  
Stanley Rule & Level Co., New York

**Screw Eyes, Screw Hooks**  
Parker Wire Goods Co., Worcester, Mass.

**Screw Thread Rolling Machines**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Screw Plates**  
Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.

**Screw Presses**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Screw Wrenches**  
Bemis & Call Hardware & Tool Co., Springfield, Mass.

**Scythes and Grass Hooks**  
Alfred Field & Co., New York

**Scythe Rifles**  
Pike Mfg. Co., Pike, N. H.

**Scythe Snaths, Grass and Bush**  
American Fork & Hoe Co., Cleveland, O.

**Scythe Stones**  
Pike Mfg. Co., Pike, N. H.

**Seals**  
Schwerdtle Stamp Co., Bridgeport, Conn.

**Seed Sowers**  
Cyclone Seeder Co., Urbana, Ind.

**Self-Heating Flat Irons**  
Imperial Brass Mfg. Co., Chicago, Ill.

**Sharpening Machines**  
John Chatillon & Sons, New York

**Sharpening Stones**  
Pike Mfg. Co., Pike, N. H.

**Shears and Scissors**  
Alfred Field & Co., New York  
R. Heinisch's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York

**Sheep Shearing Machines**  
Am. Shearer Mfg. Co., Nashua, N. H.

**Sheep Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.

**Shoe Shiners**  
Piqua Bracket Co., Piqua, Ohio

**Shot Guns**  
Harrington-Richardson Arms & Tool Co., Worcester, Mass.  
Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Shovels, Spades and Scoops**  
Avery Stamping Co., Cleveland, Ohio.

**Sidewalk Cleaners ("Klondyke")**  
Avery Stamping Co., Cleveland, Ohio.

**Sink Brushes**  
Parker Wire Goods Co., Worcester, Mass.

**Skewers**  
John Chatillon & Sons, New York

**Slater's Tools**  
Belden Machine Co., New Haven, Conn.

**Slaw Cutters**  
Enterprise Mfg. Co. of Pa., Phila.  
Henry Diston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York

**Snap Hose Coupling**  
Nelson & Morrison Mfg. Co., Boulder Colo.



- Snow Shovels ("Alaska")**  
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Soapstone Foot Warmers**  
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**  
Pike Mfg. Co., Pike, N. H.
- Solder**  
Berger Bros. Co., Philadelphia
- Speaking Tubes**  
Berger Bros. Co., Philadelphia
- Special Machinery**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Spikes**  
Fuller Bros. & Co., New York
- Spiral Screw Drivers**  
North Bros. Mfg. Co., Phila., Pa.
- Spirit Levels**  
Ba'er-McMillen Co., Akron, Ohio.
- Spoke Shaves**  
Alfred Field & Co., New York  
Stanley Rule & Level Co., New York
- Sporting Goods**  
Trout Hardware Co., Chicago, Ill.
- Spring Balances**  
John Chatillon & Sons, New York
- Spring Hinges**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago
- Springs, Draught**  
Beecher Draught Spring Co., New Haven, Conn.
- Springset Shears and Scissors**  
Davies Automatic Shear Co., New York.
- Springs, Wire**  
John Chatillon & Sons, New York
- Squares, Steel**  
Henry Disston & Sons, Inc., Phila., Pa.  
L. S. Starrett Co., Athol, Mass.
- Stable Fixtures**  
Ohio Structural Iron Co., Sandusky, O.
- Stamps, Steel**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Staple Pullers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Stay Rollers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Steam Cookers and Bakers**  
Ohio Cooker Co., Toledo, Ohio.  
Toledo Cooker Co., Toledo, O.
- Steamfitters' Supplies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Steam, Water and Gas Tools**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Steel**  
American Tube & Stamping Co., Bridgeport, Conn.
- Steel Belt Lacing**  
Bristol Co., Waterbury, Conn.
- Steel Hinges, Spring**  
Bommer Bros., Brooklyn, N. Y.
- Steel, Hoop and Band**  
Harold McCalla, Philadelphia, Pa.
- Steel Letters and Figures**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Steel Measuring Tapes**  
Keuffel & Esser, New York  
L. S. Starrett Co., Athol, Mass.
- Steel Ranges**  
Landay Steel Range Co., St. Louis, Mo.
- Steel Rules**  
L. S. Starrett Co., Athol, Mass.
- Stencils**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Step Ladders (Rolling)**  
Bicycle Step Ladder Co., Chicago, Ill.
- Stocks and Dies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York
- Stove Lifters**  
Troy Nickel Works, Albany, N. Y.
- Stoves**  
Bonnet-Nance Stove Co., Chicago, Ill.
- Stove Trimmings**  
Troy Nickel Works, Albany, N. Y.
- Strapping Belts**  
Ames Sword Co., Chicopee, Mass.
- Strawberry Hullers**  
Windsor Stephens & Co., Waltham, Mass.
- Stretchers, Carpet**  
Richard W. Montross, Gallen, Mich.
- Strip Steel**  
West Leechburg Steel Co., Pittsburgh.
- Strops, Razor**  
Alfred Field & Co., New York
- Tables, Folding**  
Udell Works, Indianapolis, Ind.
- Tack Hammers**  
W. G. Browne Mfg. Co., Kingston, N. Y.
- Tackle Blocks**  
Boston & Lockport Block Co., Boston, Mass.
- Tack Pullers**  
W. G. Browne Mfg. Co., Kingston, N. Y.  
Ellis Mfg. Co., Milford, Conn.
- Tailors' Shears**  
R. Heinsch's Sons Co., Newark, N. J.
- Talc Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Tape Measures**  
W. G. Browne Mfg. Co., Kingston, N. Y.
- Terne Plates**  
American Sheet & Tin Plate Co., Pittsburgh, Pa.
- Three-in-One Oil**  
George W. Cole Co., New York.
- Tin Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Tinners' and Roofers' Supplies**  
Berger Bros. Co., Philadelphia
- Tinners' Snips**  
R. Heinsch's Sons Co., Newark, N. J.
- Toggle Bolts**  
Star Expansion Bolt Co., New York.
- Toilet Ware**  
Atlantic Stamping Co., Rochester, N. Y.
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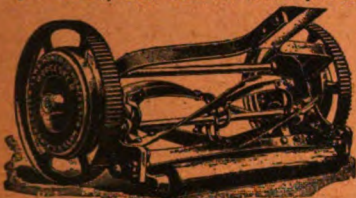
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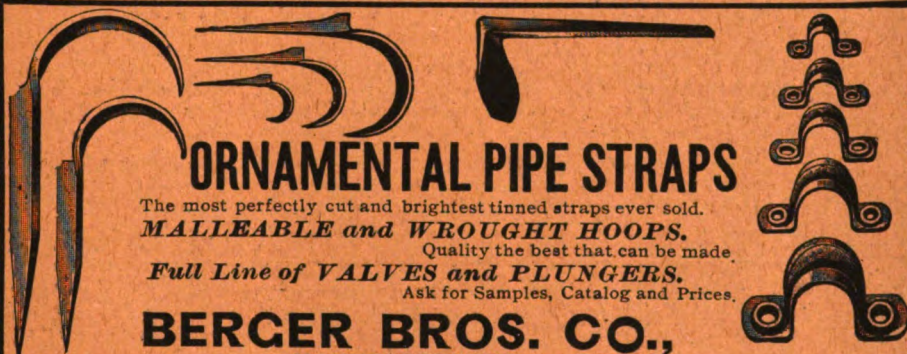
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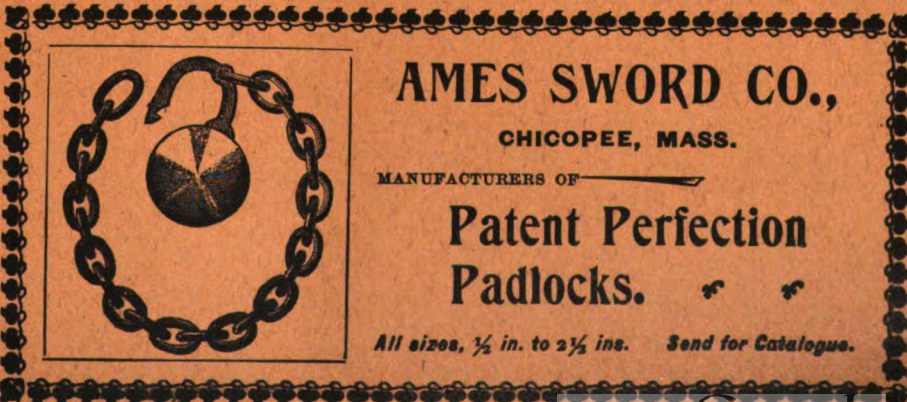
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**C. E. JENNINGS & CO., Sole Mfrs.**  
42 Murray Street, - - New York.



**ZELNICKER CRAYONS**  
BEST LUMBER CRAYON MADE. ZELNICKER CRAYON WORKS, ST. LOUIS



This Hack Saw business bothers a man until he starts using **UNIVERSAL Blades.**  
The Reason? Most hack saws are made with a rush and a push, regardless of quality.  
We turn out more Hack Saws than the other fellow,—but every **UNIVERSAL Blade** is the best that can be made,—and your customer takes no chances.  
If any of your people have been kicking about the Hack Saws you've been selling,—let us send you a few sample blades,—pass them around to your best customers, and see what they say.  
*Your name and address brings the samples and prices.*  
**WEST HAVEN MFG. CO.,** New Haven, Conn.

**THE ORIGINAL AND ONLY GENUINE STILLSON WRENCH**  
WILL BE KNOWN BY THIS TRADE MARK  
See to it when buying from others that they do not give you an imitation wrench. If your dealer does not keep the Genuine Stillson Wrench write to the **WALWORTH MANUFACTURING COMPANY** for prices and terms.  
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Write for Red Book of Tools showing complete line.

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**STILLSON** TRADE MARK

**BRISTOL'S STEEL BELT LACING**  
PERFECT FASTENER FOR ALL BELTS.  
TONS SOLD EVERY WEEK. WRITE FOR CIRCULAR A. R.  
THE BRISTOL CO. WATERBURY, CONN. U. S. A.

"PRISCO" MONEY - BACK METAL WARE "PRISCO"

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**CHAIN,**Cable, Crane  
and Dredge

—ALSO—

Attachments and Forgings  
as Required**Fuller Brothers & Co.**139 Greenwich Street  
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TO BE HAPPY**

And save money at the same time send for one of our **IMPERIAL SELF-HEATING FLAT IRONS**. All your gasoline customers will want them. They are the best you ever saw. One cent's worth of gasoline does an ordinary ironing. Price \$2.50. Handsomely nickel plated. Weight 6 lbs.

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Patent Steel Barn  
DOOR HANGERS**

We are the originators  
and largest makers of U  
shaped Hangers

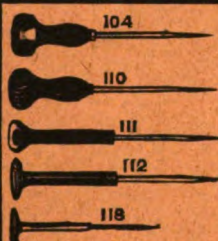
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LANE HANGERS**

For Best Satisfaction  
**LANE'S STANDARD PARLOR DOOR HANGER**  
ALL STEEL

The popular hanger  
because well built on  
correct mechanical  
principles and  
**Gives Satisfaction**

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429-461 Prospect St.,  
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Steel Tempered Anti-  
Rust Nickel Plated Ice  
Picks. Every one  
tested and guaranteed.

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**Ten Points**

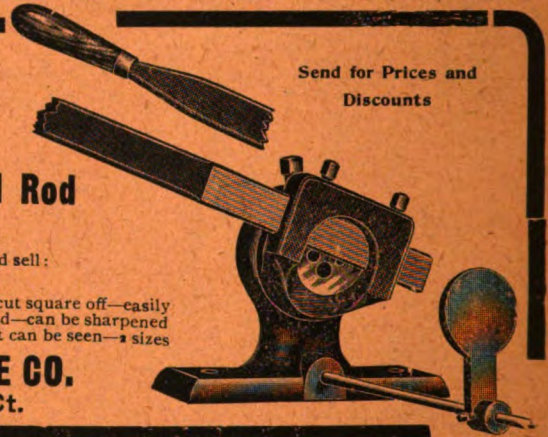
of superiority make

**Belden's Improved Rod  
Cutter**

the most desirable to buy and sell:  
Here they are:

Cheapest—simplest—surest to cut square off—easily  
adjusted—cutters cannot spread—can be sharpened  
and duplicated—piece to be cut can be seen—a sizes

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New Haven, Ct.



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Discounts

**THE SCHWEDTLE STAMP CO.,**  
Stencils, Burning Brands, Steel Stamps and  
Dies, Seals, Machinery Plates, Checks.  
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Nothing Better

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**SPRING HINGE  
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for Shingling and Painting Roofs.  
MANUFACTURED BY  
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PROTECTION AND LONG  
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Send for Samples and Pamphlet  
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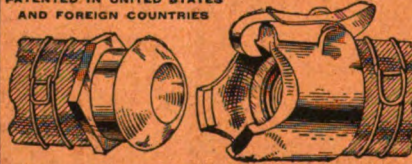
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It Saves Marring, Upsetting,  
or Springing the Arbors; clean-  
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Over seventeen thousand sold last summer—first season.  
Scores of dealers ordered two, three and four times. They  
are going in immense numbers to all parts of the country  
this season. **THEY ARE SURE AND FAST SELLERS** if  
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of article that sells once and sells again—the best Coupling  
that has yet been placed on the market. A free sample to  
any dealer. Address

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Hand-Forged  
Hatchets,  
Axes,  
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We are now putting up **PURE TURKISH EMERY**  
in 10 lb. tin cans.

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BARREL TRUCK**

Fits any size barrel or  
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the trade.

**AGENTS WANTED  
ON COMMISSION.**

**W. H. HAYWARD,**  
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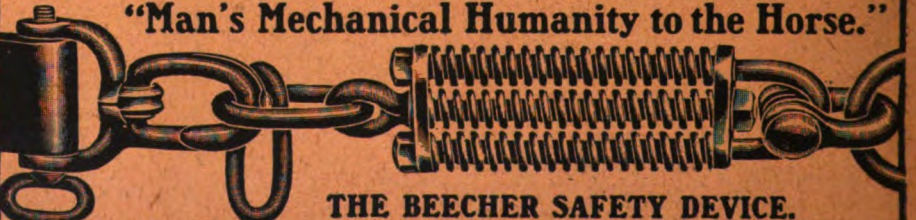
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PRACTICAL.

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THE BEST

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MANUFACTURES  
THE ROEBLING STANDARD WIRE LATHING,  
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PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,  
and every kind of  
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and the cause of it:

**The IMPROVED NATURAL STONE GERM PROOF FILTER**

Water is purified and then cooled without coming in contact with the ice.

**GUARANTEED GERM PROOF**  
Prevents zymotic diseases.

Popular in schools and public buildings.

**Stands the Test for Purity.**

Circulars, display cards and electrotypes furnished with every shipment.

SEND FOR DESCRIPTIVE MATTER.



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to get more space. Use  
**PIQUA ADJUSTABLE SHELF BRACKETS**  
AND GAIN 30 PER CENT. MORE SHELF ROOM.

Shelving quickly changed to fit the goods.  
They allow the most perfect system to be maintained, and are a great aid to cleanliness.  
**ALL GOODS INSTANTLY ACCESSIBLE**

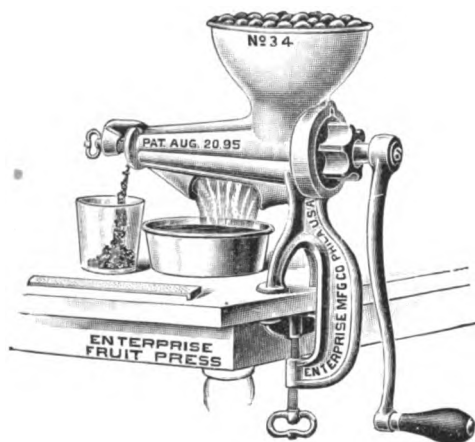
This will pay YOU. Write for our Catalogue H for Hardwaremen, which gives you all information.

**The Piqua Bracket Co., Piqua, Ohio**



Don't wait for people to ask you for seasonable things before you order them--things that you ought to be showing. Lead the demand, don't follow it.

## SHOW YOUR ENTERPRISE



Just now show the Enterprise Fruit, Wine and Jelly Press and Enterprise Cherry Stoner. The demand will be great, and the dealer with the most "Enterprise" will capture the most cash. Order from jobbers. Write us for complete catalogue and advertising matter for store use.

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If earnestness of purpose, coupled with skill, experience and modern facilities COUNT—

Then the **Disston Brand** of **Saws** will continue as the **STANDARD** by which the merits of all other saws are judged.

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Cooking Utensils are those which will NOT SCALE OFF like cheap enamel; NOT ST ORCH OR BURN like light fry-pans and skillets; NOT ABSORB GREASE OR FLAVORS like Cast-Iron. In a word "HYGIENIC" is the condition and "HEALTH" the result when using



**"NEVER-BREAK" STEEL SPIDERS,  
GRIDDLES AND KETTLES.**

Look for the BRAND—it is what the signature is to a bank check—you can't expect the GENUINE from more than one.

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Sole Mfrs. of "NEVER-BREAK" GOODS.

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A young man to take charge of the retail department of an up-to-date Hardware store, in a town of 30,000 inhabitants, that understands all branches of the business, especially builders' hardware; that likes to work and hustle and can handle men. A good opportunity for advancement. The best of reference required. Address, X.C., care HARDWARE PUBLISHING CO., 415 Produce Exchange, New York.



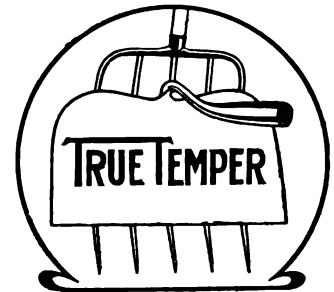


## "All the Farmers are Buying True Temper Tools"

"At least all that I know," says the De-lighted Farmer. "That 'True Temper' Scoop Fork that all the farm papers tell about is interesting them right now. It's like all the other 'True Temper' Hand tools—the best of its kind."

### It's Your Chance to Make Sales

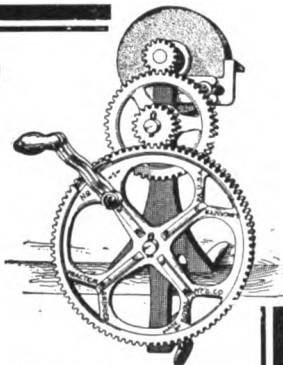
Write us about Farm Scoop Forks, if you haven't them. They are the *starters of sales* for "True Temper" Tools.



AMERICAN FORK & HOE CO.

Cleveland  
Ohio

Say "Good-bye"  
to the  
**GRINDSTONE.**  
ITS DAYS  
ARE OVER.

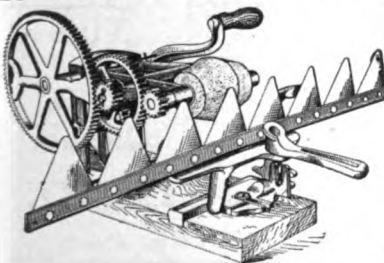


**OUR GRINDERS** are fitted with wheels of the finest **ALUNDUM**, the hardest, sharpest and most durable abrasive material known to science.

**ALUNDUM** is adapted for every possible kind of grinding and polishing.

Our GRINDERS are made in various sizes for foot or hand power. Useful in the kitchen, store, workshop or farm. Every grinder is fully guaranteed.

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Liberal discounts to the trade.

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The householder insists upon buying the PHILADELPHIA Mower because he knows it will serve him well.

His neighbor's PHILADELPHIA is evidence enough for him that he will get full value for his money and a machine that will last year in and year out.

PHILADELPHIA Mowers are perfect Mowers. They are the result of our thirty-eight years experience as Mower manufacturers. We are the largest makers of high-grade mowers in the world.

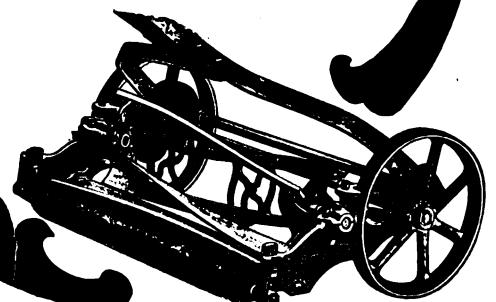
Many new and striking features in this year's line.

We make seventeen styles of Hand Mowers and five styles of Horse Mowers. Send for our 1907 Catalogue.

**The PHILADELPHIA LAWN MOWER CO.**

3101-3109 Chestnut Street, PHILADELPHIA, PA.

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are made of real Frying-pans, the bottom of the pan being used as the face. They come in two sizes—10 inch with raised brass figures and 6 inch with painted figures, and with one and eight day movements.

Also Program, 60 Day, Calendar, Electric, Synchronized and Watchman's Clocks.

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FOR CENTURIES THE WORLD RENOWNED HOUSE OF  
**JOSEPH RODGERS & SONS, Ltd.**  
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Has had neither equals nor superiors in the manufacture of

Carving Knives  
and Forks, Table  
Cutlery, Solssors,



Razors, Hunting  
and Bowle Knives,  
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**ALFRED FIELD & CO., 93 Chambers St., New York**



**SECURE**  
PROTECTION AND LONG  
SERVICE BY USING OUR  
**ASPHALT ROOFING**  
SAVES REPAIRS...  
SAVES RECOATING...  
SAVES RENEWING...  
Send for Samples or Pamphlet  
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Rapidity of registration, making mathematical calculations unnecessary—are the features that make our Level sell so well to discriminating mechanics. Search anywhere—you will not find its equal in the tool market.



## Semi-Circular Level, Plumb and Inclinometer

Gets around the question of determining grades, foundations and excavations with greatest ease. Simple multiplication only is necessary. Easily adjusted.

Perfect satisfaction guaranteed. You would not want a quicker seller in your store. Try it.

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MANUFACTURERS  
Fine Hand Cut STEEL LETTERS and FIGURES.  
Send for Catalogue. BIRMINGHAM, OHIO.



10 lb.  
Screw  
Top  
Tins  
in  
100 lb.  
Cases.

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Not simply a high sounding but meaningless string of words, neither an empty guarantee to give satisfaction, but a definite, absolute, binding guarantee that this

paint will

## WEAR FIVE YEARS

or paint for repainting is yours without charge.

That is the kind of guarantee we put on Pitkin's Barn Paint and it lives up to it too.

### GEO. W. PITKIN CO.

Paint and Color Makers

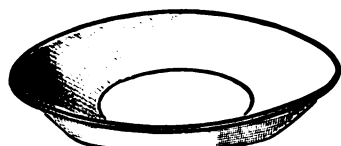
Established 1868

CHICAGO, U. S. A.

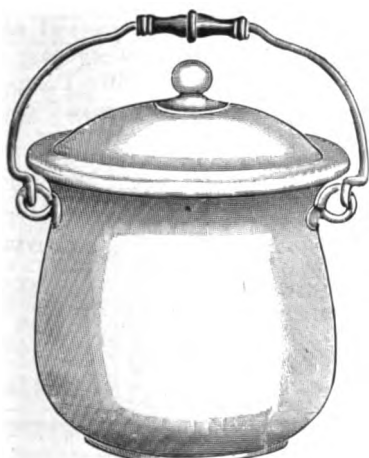
Originators of Barn Paint



No. 508 CUP.



No. 509 1/2 SAUCER.



No. 847 COMBINET.

## White Steel Enameled Ware

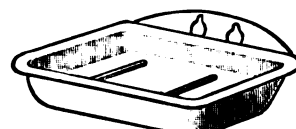
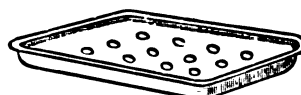
For Summer Camp Supplies, Hospitals and Public Institutions.

Our line is most complete, our prices reasonable and the profits large enough to pay you for pushing them this season.

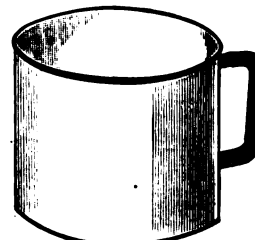
Be convinced—send for catalog, prices, and see!

### The GEO. H. BOWMAN CO.

New York: 39 Murray St.  
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No. 511 1/2 SOAP.



No. 513 MUGS.



No. 512 EWER.

No. 506 BASIN.

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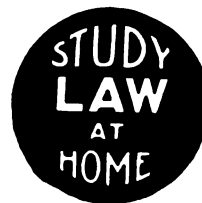
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We will give you free copies with orders for Dixon's Graphite Axle Grease—number of copies depends upon quantity of grease ordered.

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HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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**THE BEST ICE CREAM FREEZERS** in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

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Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer.

Something Entirely New  
Never Done Before



"GEM"



"BLIZZARD"

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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS,  
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Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.



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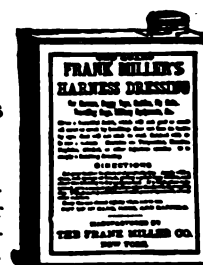


#### FRANK MILLER'S HARNESS OIL

Preserves and softens the Leather, consequently adds life. Compound with pure Neatsfoot Oil.

#### FRANK MILLER'S HARNESS DRESSING

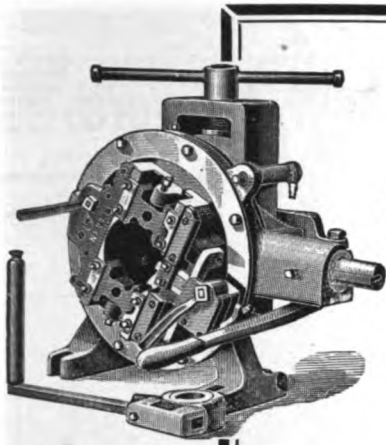
The very best article of its kind for owners and manufacturers of harness. Used all over the world.



Send for Booklet.

**THE FRANK MILLER CO.**  
349 & 351 WEST 26TH STREET,  
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### YOU CAN TAKE THE MACHINE TO THE WORK

and save almost any amount of time over cutting and threading pipe by hand with a cutter and stock.

Armstrong's Pipe Cutting and Threading Machines are light, strong, compact and portable in all sizes up to 4".

Interesting and complete catalogue free.

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Bridgeport, Conn.

Chicago Office: 23 South Water Street

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IRON AND STEEL  
Plain and Galvanized Bars, Hoops,  
Bands, Angles, Channels, Tees,  
Plates, Sheets, Wire, etc.  
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There are more WHITE  
LILY WASHERS SOLD  
than of any other make of  
WASHING MACHINE.

DO YOU WANT A GOOD SELLER

Write Today

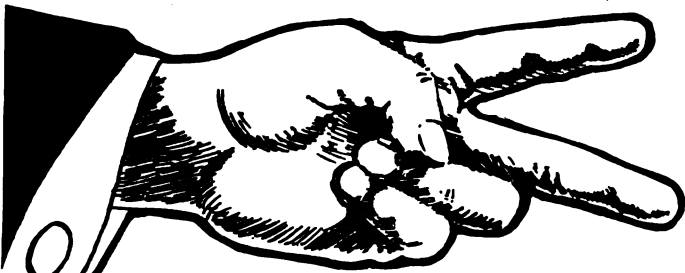
**WHITE LILY WASHER CO.**  
Toledo, O. Davenport, Ia.



(Pipe vise and pipe  
stock combined).

Cuts threads on pipe in ditches, under floors,  
in corners, overhead, etc. Works in any angle  
or any position. For solid or Armstrong dies.  
This is only one of the wonderful CLIMAX  
PLUMBERS' SPECIALTIES. Send for complete list.

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## We Can Please You Twice Over

All we ask is that you send us your name  
and address and we will send you all the particulars about our

### Exclusive Agency Plan

for

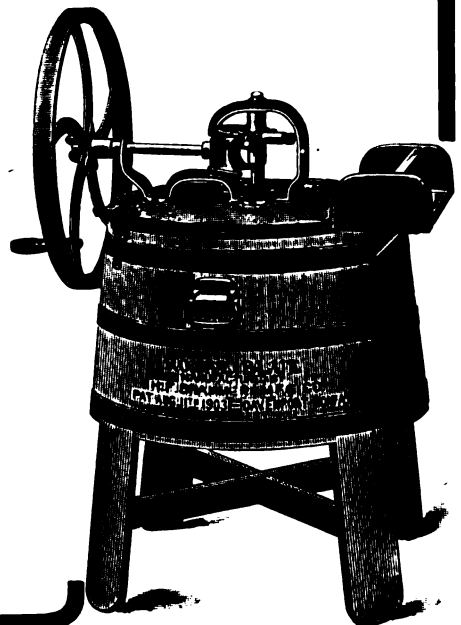
## Our "Royal Blue" Washer

in your town. This is a most profitable proposition for you, Mr. Dealer, and it will pay you twice over to let us "put you next."

Remember: We are the largest Washing Machine Manufacturers in the world—make 15 different styles—have had 30 years' experience in the business, and know how to make it pay—you.

**Don't Argue--Don't Delay--Write To-Day!**

**H. F. BRAMMER MFG. CO.,** DAVENPORT,  
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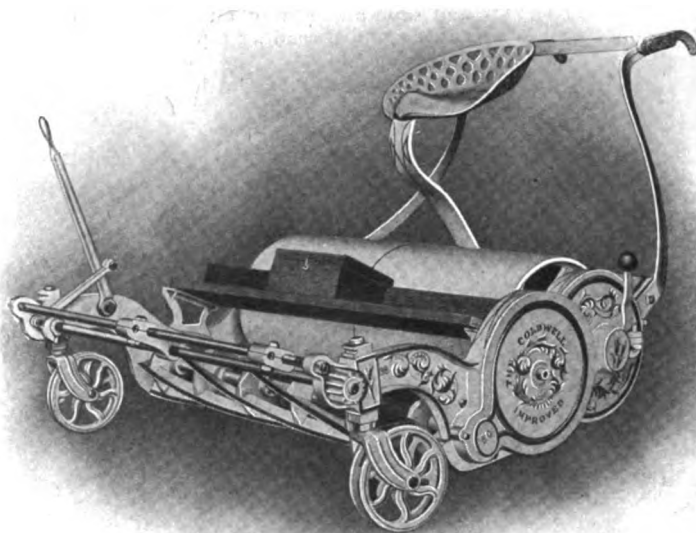


## Coldwell's Improved Horse Power Lawn Mowers

Are just the thing for expansive lawns — anywhere.

They are made in Coldwell fashion — strong, durable, easy running and easy selling.

You should have our catalog. It describes our entire line of hand, horse and motor power mowers.



Are used exclusively by U. S. Government and in the Parks of Greater New York, Buffalo, Detroit and other large cities

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Of all Axle Grease is the Frazer—the Old Reliable. It has greased all kinds and conditions of Axles for

### Half A Century

with uniform satisfaction to both dealer and user.

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### WE ARE HEADQUARTERS FOR EVERYTHING IN HARDWARE

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We are sole distributors for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for: This we guarantee.

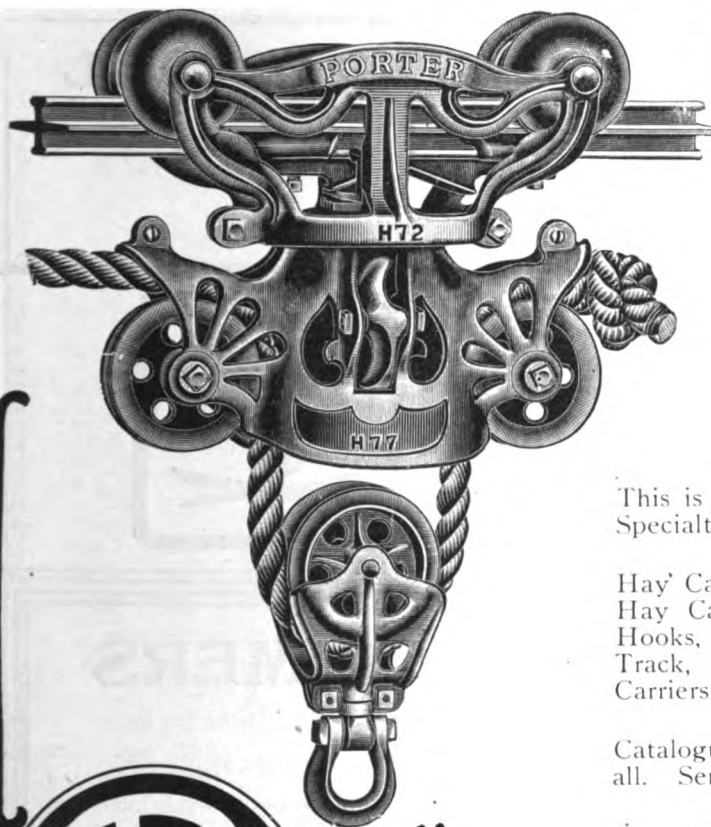
Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market to-day.

**TROUT HARDWARE CO.**

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This is only one of our unparalleled line of Specialties for up-to-date farmers.

Hay Carriers, Hay Forks, Hay Slings, Steel Hay Carrier Tracks, Hay Pulleys, Hang Hooks, Floor Hooks, Barn Door Hangers and Track, Wagon Jacks, Door Latches, Litter Carriers, Pumps and Cylinders.

Catalogue No. 53 illustrates and describes them all. Send for it.

**J. E. PORTER COMPANY**

Ottawa, Ill., U. S. A.



HARDWARE

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That is the one secret of success in the Hardware trade.  
The rapid sales and quick turning over of capital that

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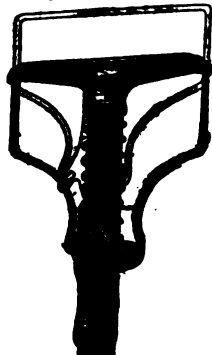
will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill



The Gem Mop Head.

**THE CRYSTAL COFFEE MILL**  
with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

#### THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

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**ARCADE MANUFACTURING CO.**

Freeport, Ill.

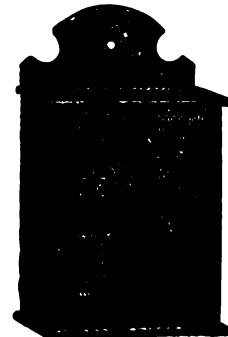
HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

**THE JEWEL COFFEE MILL**  
with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

**THE EIGHT SPACE SPICE CABINET**  
is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



The Jewel Coffee Mill



Eight Space Spice Cabinet

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Unequalled for Uniform Ductility, Accuracy in Gauge  
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WEST LEECHBURG STEEL CO., Pittsburg, Pa.

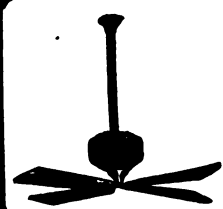


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ELECTRIC FANS FOR CEILING, DESK, WALL OR  
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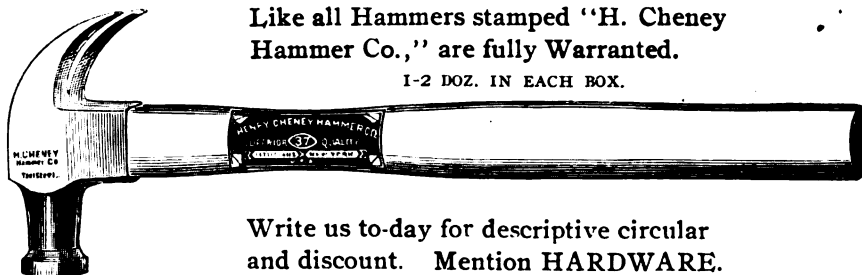
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A little higher  
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extraordinary  
quality — every  
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Like all Hammers stamped "H. Cheney  
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1-2 DOZ. IN EACH BOX.

Write us to-day for descriptive circular  
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looking for the  
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made of "Cruci-  
ble Cast Steel,"  
you can ill afford  
not to investi-  
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**The HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.**

THE HEATH HARDWARE CO., Monroe, N. C.

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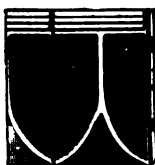
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and made a good big profit during 1906. So did a number of  
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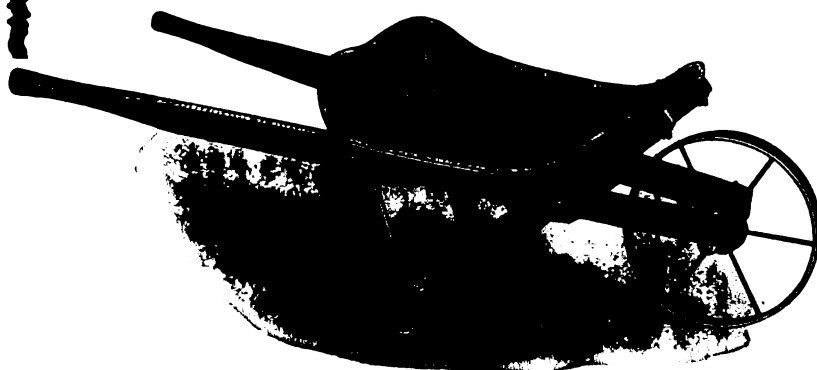
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**MALLEABLE SHOD** Bar-  
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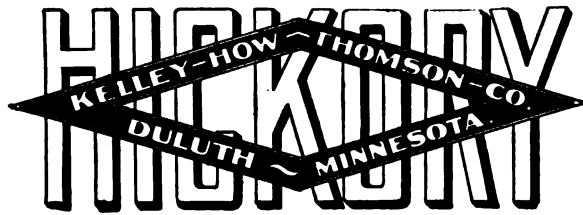


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A single trial order will convince you of this. Repeat sales will follow because claims for defect are not made.

We make Rubber Hose, Belting, Packing, Rubber Mats, Matting, etc., of Superior Quality.

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### Sash Chains

"Giant," "Red Metal"  
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*Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.*

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HAS A  
CLOCK SPRING  
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of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedish" Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

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### AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

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### Unbreakable Glasses

Carried on elastic bearings and enclosed in a heavy glass tube, specially made for us, make

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### THE BEST

For all classes of mechanics. Akron levels are light in weight, of right length, have other advantages over other kinds, and are

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# HARDWARE

DEVOTED TO THE  
AMERICAN HARDWARE TRADE

Published on the 10th and 25th of each month by

**HARDWARE PUBLISHING COMPANY**

415 Produce Exchange, New York

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TEN CENTS A COPY  
ADVERTISING RATES ON APPLICATION

VOL. XXXV      MAY 25, 1907      No. 4

## EDITORIAL TRADE REVIEW.

It affords satisfactory evidence of the prevailing conditions in the trade to learn from even the remote sections of the country in all the jobbing centres the favorable reports so universally inspiring. The jobbers are in a most excellent state, in anticipation of this state of affairs, with ample stocks of seasonable Hardware specialties, as well as staples; so that the natural wants of the dealers can be fairly supplied at short notice, and the heart and hands of the consumer, whether mechanic or farmer, can safely build on the future and test the conditions of prosperity with which he is surrounded.

The farmers now are in a condition of forwardness by which they are in funds; the crops of the past few years have placed him beyond the reach of a state of privation, when borrowing in advance of his year's necessities became a condition that faced him every season; so that it took all the profits of his crops to pay his debts, leaving him poor in purse and struggling with the customary mortgage. Now, even if he should find a year of crop failure, as forebodings arise that make it possible, the agriculturist need not apprehend a serious check on existing elements of prosperity; for with the crops so widely diversified as they have been made by a wise distribution of natural forces, they cannot help but come up smiling in some shape that will make the shortage of the main crop felt in a lessened degree.

When comparisons of sales are made with those of previous years, it is noticed that the advances in amount of corresponding months have shown an increased vitality, an influence prevailing affecting all classes, and indicating nothing of the nature of doubt and uncertainty of the future.

The cares and anxieties of the past, which formerly beset every season's business to some degree, and surrounded it with the cautious principles of trade that stultified a healthful optimism, at present are "in the bosom of the ocean buried," and we enter upon the labors consequent of a year's business with hopeful feelings of a prosperous outcome. The trend of our belief is in a business experience that is sanguine of happy results, in which conservatism guides the hands that write the orders and watches the compass that controls the magic results. The

pressure for early deliveries of Wire Cloth has been checked by the frigid quality of the weather, which still is relatively noticeable. The manufacturers have found it easier to fill the old orders almost up to date, so that their efforts may be applied to new business again in that line. Revolvers have been again advanced, which, coupled with the previous advance a short time ago, gives conclusive evidence that competition which has been fierce, has squeezed most of the profit out of this line of manufacture. The stiffening of price on Strap and T Hinges which follows a previous advance as well, would almost create the same assumption, selling too close to a cost, based on a present revision of prices.

Builders' Hardware is well employed in a field of activity not affected disadvantageously by the chill of the atmosphere. Jobs are being pushed to completion on every hand, and less apparent cause for anxiety regarding deliveries is felt. A firmer demand exists for goods of a better grade. The taste created by the handsome Hardware manufactured by leading factories, backed up by an intelligent sympathy with the classic designs of the artists, is responded to by a more cultured class of consumers for houses that deserve them.

## KEEP WITHIN LIMITS.

Keep within the limits of your finances. Opportunities will arise where you are promised an unusual profit by stretching your obligations beyond their legitimate sphere. The profits come, perhaps, but just a little slower than was calculated and the strain of keeping up till they arrive has ruined a business.

Keep within the limits of your enthusiasm. It is possible to breathe an air of such unbounded confidence in a line of goods that all who come in contact with you will imbibe the contagion. Such enthusiasm cannot be extended to an indefinite quantity of articles, and if the limit is not called, will flatten out and leave you a spiritless salesman without the magical force of personal belief.

Keep within the limits of your room. A stock well displayed and properly cared for is worth far more than one that must be pulled and hauled about for want of space to store it.

Keep within the limits of your demands. Don't dream that with a little extra energy you can double your sales and then order according to the dictates of your dream. Wait till the actual demand will warrant the extra order before it is given.

Keep within the limits of your powers. If some of the more complicated machinery is beyond your comprehension, confine your efforts to the simpler. Do not try to sell something that you cannot understand.

Keep within the limits of your credit. The man who never wants a greater amount than will be readily accorded him is in immeasurably better standing with the jobber than the one who is constantly clamoring for a little greater than should be extended to him.

Keep within the limits of reason. Do not expect that clerk, who just began life beyond the counter yesterday and is paid in accordance with his experience, to know as much about the Hardware business as you know yourself. Don't even expect the seasoned clerk, however faithful he may be, to always feel quite the same interest in it that you do yourself or that he would if it were his own.

Keep within the limits of justice. If you really feel yourself justifiably aggrieved, try to consider it from the other man's point of view, and, if the occasion is of enough importance, ask him to do likewise. Your own wish to do justice will appeal to his, and doubtless bring satisfaction out of a strained situation.

Keep within the limits of your own field. Because your neighbor seems to be making a little money from his line, which is a little out of yours, don't try to run him out of it and so spoil the trade for both.

Keep within the limits of your town. It may be slow and poky; liven it up a little if you can, but do not show supreme contempt for everything it contains just because you have yourself seen a little more of the world. Some of the simplest things in life are more in harmony with ourselves than more pretentious ones if we only knew enough to realize it.



Keep within the limits of yourself. Many a good man becomes a poor fool because of the supreme estimate he puts upon his own importance. For, after all, the world is apt to value a man by what he is really worth to her, and it is best for him to keep within the limits of her valuation.

#### PLANNING AHEAD.

Keep all your plans made up ahead. Not only does it insure their being ready on time but it saves many an hour of needless worry over work that threatens to overtake us. Then, it will also change a series of individual day's work into a systematically laid-out campaign.

The story was told that when the news that war with France had been declared was brought to Von Moltke in his bed, instead of springing up and joining in the wild confusion of hurried plans, he turned quietly over and, pointing to his desk, said to an attendant:

"You will find all the plans for the beginning campaign in yonder pigeon-hole," then settled quietly down and finished his nap.

While it may not be advisable for us to lay out in detail a series of plans to meet all exigencies until the exigencies themselves arise, it is not out of reason for us to expect sufficient control of the destinies of our business to warrant our making general plans ahead: to know what energy we are going to put into extending our roofing business; from whom the material is to be obtained for this or that or some other kind of roof; what workmen we are to depend upon to put it on; how long it is likely to take and how much work, with the help and material in sight, we have a right to contract; to know how far beyond our present limits our furnace work will bear extending without addition to our handling facilities and whether it will be possible, in case of an unexpected set-back, to increase them temporarily; to know how many outside lines we are equipped financially and industrially to attempt, and then to know just what those lines shall be; to have a definite advertising plan and plenty of material on hand at every moment to keep it running properly for a season if anything prevented our constant supervision of it.

A good many of these advance plans may have to be modified but it is surprising how much easier it is to change them and how much better they fit into their intended place than when they must be hurriedly originated at the last moment. Even in case of an entire change, there is a sense of security in the thought that while the new plans are being whipped into shape the business can exist upon some modification of the old one. There is, indeed, a wonderful feeling of safety in the reserve force of previously-prepared plans. Changes, if necessary, can be made more as a matter of leisure; without hurry, without worry, without undue lack of preparation. Whatever the unexpected event that comes up, the man who has used the past to conquer the future is in a good deal better shape to ride over the present difficulties than the hand-to-mouth fellow who hardly gets the first end of his plans matured till they are whirled away from his head and chucked into the press-room of his business.

#### THE FITNESS OF THINGS.

That there is a fitness in all things should ever be before the window trimmer's mind, and the same thought applies in a less measure to the entire arrangement of the stock which is visible to the customer. To build a Christmas tree out of casket handles might be too incongruous an association for even the greatest violator of good taste to venture, but the extreme illustration is not infrequently the best one with which to present a lesser degree of the same fact to many people at a time. There are certain articles which call up associations of solemnity, of sadness; such may not be inappropriate for Memorial Day windows. Others have no connection, seemingly, with anything but boisterous hilarity, such as Independence Day. Then, there are distinctions of construction, also.

With certain representations our love of daintiness is most appealed to; what better time and place than to weave in material suggestive of ornament. Other structures bring to mind a sense of strength, of massiveness, of every-day utility, and appeal to the practical side of life.

So far as possible it always pays to use in the construction of our window designs material and articles most likely to impress the sort of impulse or emotion that is awakened by the design presented as a whole. It is like talking to people perpetually upon the subject that they are in the humor to be talked to about while the reverse policy is talking to them upon themes not quite in tune with their own fancies of the moment; a needless waste of energy for us; a disagreeable one in its effect upon our listeners.

#### TRAINING THE OFFICE BOY.

By B. A. CHAMBEAU.

The task is more than half finished if you are only fortunate enough to select the right kind of a boy with which to work.

Choose a boy, first of all, who shows from his appearance that he is naturally neat. The next, and perhaps the most important point, is intelligence. A boy must possess at least ordinary intelligence or he will be useless. A bright, wide-awake boy is what you want. Last, try to secure a boy who will make a good appearance and be attractive to your customers.

Your boy should be instructed always to have his face and hands clean, his hair neatly brushed, and to appear in clean linen. If you start him right, all will be well. Instruct him as to his hours on duty, the time for meals; and do not try to have a boy put in too many hours in a day. Be reasonable if you desire good service, for there isn't a boy living that can work all of the time he is not sleeping and do his work in a way that will prove satisfactory to you.

If you value your trade, do not let a new boy serve customers until he has been shown how to serve them. Put him to cleaning up, etc., until he is familiar with everything. Meanwhile let him practice on himself, then on the clerks, and finally on the little boys that may come in. If he is a bright boy he will soon learn, but he must be taught all that he can be taught. What he is left to learn by experience alone he learns at your expense if he learns at all.

I always like the boy who will ask questions and shows a desire to know the reason why. If you have one of this kind, give special attention to him; teach him all you know about a boy's duties.

#### THE NEW CLERK.

Never disqualify a new clerk with the customers before he starts by saying, "Oh, well, he is a new man, and I don't know how is going to do, only that Jones says that he is O. K." Never under any circumstances bring a man into your store and place him in a responsible position unless you know positively that he is all right.

A little preliminary talk before employing a new man will oft-times save your temper. Inquire as to his business ability—if he is attentive to business. Discover his bad habits, if any, at the outset, and if not approved of by yourself tell him at once. Don't wait and wonder why he does those things later on—because there is no time like the present. Before you have engaged him, tell him what you expect of him, and don't make the first few days too easy or too hard—many a man becomes discouraged in the face of a general house-cleaning the day after he moves his trunk in, and equally as many clerks have resigned, or forgotten to come back, or a convenient grandmother has died when, after a few days of ease and comfort on the good side of a soft snap, they have been told on Monday house-cleaning begins.

Tell him everything, outline his duties, and the good clerk, the manly clerk, will appreciate it, and work with greater satisfaction and more to your interest.

#### STEVENS RIFLES ARE FAMED FOR ACCURACY.

At the Triennial Shooting Festival of the National Schuetzen Bund of the United States, held at Charleston, S. C., May 6th to May 14th, 1907, Stevens Rifles once again made a most impressive showing by securing eighteen out of the twenty-two leading prizes. The International Tournament is of great importance and expert marksmen from all sections competed for the various prizes. The constant succession of Stevens victories illustrates in the most striking manner possible that for the best results, Stevens and Stevens-Pope Rifles are absolutely indispensable. They are in a class by themselves when it comes to fine marksmanship and are continually proving their title "The Best of Target Rifles." Whether the competitive shoot be indoor or outdoor, be the conditions of the match what they may, it is a perfect tribute to Stevens Rifles that they invariably carry off all the leading prizes. That a Stevens Rifle is invincible in its unerring, bull's-eye accuracy, is proverbial. The attachment of a Stevens Telescope to the barrel of a Stevens Rifle makes "assurance doubly sure," and removes any possible doubt as to inability to hit the mark.

The Odell Hardware Co., Greensboro, N. C., inform us that an impostor, who has been representing himself as in the employ of their company, has been operating lately in New York, Philadelphia, Baltimore and Cincinnati, meeting with considerable success in obtaining small loans on account of his pretended connection with their company.



## FROM OUR BRITISH CORRESPONDENT.

## THE IRON AND STEEL INSTITUTE.

The meetings of the Iron and Steel Institute have just been held in London at the Institute of Civil Engineers, Westminster. The president for the next year is Sir Hugh Bell, Bart., son of the founder of the Institute. In his presidential address Sir Hugh referred to the different conditions now existing from those when his grandfather was a young man. A hundred years has made a wonderful difference in the conditions of metallurgy, and especially in transport, a matter which entered largely into the production of iron. Formerly the iron fields were located where forests supplied the fuel for the furnaces, and when the timber was exhausted the iron industry, like those of Sussex, waned. Passing in review of the changed conditions of things, the president pointed out the wonderful inventions of the present century, and how iron has been turned into steel, and the converter brought into prominence in all iron works. He foreshadowed changes in the future, and ventured to foretell that ere another century should dawn vessels would ply across the Atlantic controlled by the great forces of Niagara, the electric power being communicated by wireless telegraphy. Ships would come and go with marvelous rapidity, and freight charges would be minimized and brought down to almost vanishing point, bringing into close touch the manufacturing districts of the United States and Great Britain.

In the course of the conference meetings many interesting discussions took place and a number of important papers were read, perhaps among the most interesting being those dealing with "Induced Draught, with Hot Air Economizers for Steel Works and Blast Furnace Boilers." "The Manufacture of Steel from High-silicon Phosphoric Pig Iron by the Basic Bessemer Process," "The Development of Electricity in the Iron and Steel Industries," "The Relation Between the Process of Manufacture and Some of the Physical Properties of Steel," and "The Aging of Mild Steel." The report of the committee on the Uniform Nomenclature of Iron and Steel was submitted to the Institute. The committee which was appointed in 1901 had prepared tabulated definitions for the consideration of the council, the report being most exhaustive, and dealing with all the well-known terms used in this country and in the United States, the object being to minimize the number of terms which were capable of bearing a double meaning, and, if possible, to assimilate customs and trade terms used in the different manufacturing countries of the world.

## EXPENDITURES BY AMERICAN RAILWAYS.

The Chicago *Record-Herald* states that "American railways will spend close to \$1,000,000,000 during the present year in an extraordinary effort to secure sufficient equipment, power and track, including new road, to make it possible to handle the great amount of traffic being offered to them. If the car and locomotive builders and the steel-rail makers do their part, the year will be a record one in the three industries mentioned. It is estimated that, if the manufacturers are equal to the test, between 340,000 and 350,000 freight cars will be added to the total equipment of the railways of the United States, fully 5,000 passenger cars will be built, and more than 6,000 locomotives will be added to the steam power which is now available. It is estimated that the railroads will pay fully \$92,000,000 for steel rails during the present year. If this proves true, the steel mills will have to turn out about 3,300,000 tons of that product. The output last year was about 3,250,000 tons. It is said the Western roads will use fully 1,600,000 tons of rails and that nearly 1,000,000 tons of this will be rolled in the Eastern mills.

## NEWSPAPER AND MAGAZINE ART.

Henry Turner Bailey contributes to the *Printing Art* for May an interesting article called "An Analysis of Modern Printing." Of the prodigious labors of the printers of to-day he says: "Do you realize the amount of work all these men and machines turn out? Last year they produced a newspaper, daily, for each family of four persons in the United States, a weekly periodical for each couple, and a monthly magazine for each individual. They produced a total of 75,080,000,000 copies—230,000,000 a day; almost 10,000,000 an hour, or 160,000 a minute, or 2,600 a second, every second of the time called 1906. They produced besides 15,000 new books, averaging 150 pages each, in editions averaging 2,000 copies; a total of 4,500,000,000 pages of reading matter—enough to give four books of 150 pages each to every man, woman and child in the United States. But besides all this, they turned out job printing by the cubic mile. It would exhaust the cipher box to tell how many separate sheets were printed. Suffice it to say that the estimated value of the total output of the printers of the country last year is \$500,000,000. There are but five other industries which yield a larger annual product."

## HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

## PATENTS EXPIRED MAY 6, 1907.

- 427,031. WASHING MACHINE. J. P. Anderson and J. F. Miller, Saranac, Mich.
- 427,073. KNOB ATTACHMENT. I. J. Gray, Beloit, Wis.
- 427,131. DOOR LOCK. J. F. Thompson, Chicago, Ill.
- 427,309. COMBINATION TOOL. M. M. Green, County Line, Tenn.
- 427,317. PICTURE NAIL. A. Hauger, New York, N. Y.
- 427,406. LAWN EDGE TRIMMER. H. H. Dille, Richmond, Ind.
- 427,472. WRENCH. J. B. Foote, Frederickton, Ohio.

## PATENTS ISSUED MAY 7, 1907.

- 852,479. REVOLVING PLIERS. K. Weiss, Waterbury, Conn.
- 852,566. PIE-PAN. E. H. Lane, Kansas City, Mo.
- 852,585. DOOR CHECK. W. H. Terry, Fall River, Mass.
- 852,654. WINDOW BLIND FASTENER. J. J. Daniels, New Rochelle, N. Y.
- 852,655. DOOR HOLDER. A. Danielson, Chicago, Ill.
- 852,677. LID FOR COOKING VESSELS. L. Reser, Reading, Pa.
- 852,697. PIPE CUTTER. J. L. Beard, Victor, Colo.
- 852,720. WASHING MACHINE. J. D. Hiss, Omaha, Nebr.
- 852,745. BORING BIT. N. Staub, Schiffweiler, Germany.

## PATENTS EXPIRED MAY 13, 1907.

- 427,542. IRONING BOARD AND SUPPORT. A. M. Bennett, Belaire, Mich.
- 427,544. CARPET STRETCHER AND TACKER. J. Blakeslee, Story City, Iowa.
- 427,582. WASHING MACHINE. G. Laube, Huron, S. D.
- 427,601. WASHING MACHINE. W. I. McCausland, Temple, Tex.
- 427,672. MONKEY WRENCH. H. B. Cary, Los Angeles, Cal.
- 427,754. PADLOCK. E. E. Dunn, Macomb, Ill.
- 427,755. PADLOCK. J. Edie, Cresskill, N. J.
- 427,808. DOOR LATCH. D. S. Swarbrigg, Philadelphia, Pa.

## PATENTS ISSUED MAY 14, 1907.

- 853,243. BRACE. J. Holley, West Palm Beach, Fla.
- 853,244. WRENCH. W. E. Ingram, Tonopah, Nev.
- 853,255. SAW. W. A. Miller, Wapinitia, Ore.
- 853,369. SLIDING JAW WRENCH. J. Morton, Lindon, Colo.
- 853,414. WRENCH. J. Knowles, Edmonds, Wash.
- 853,520. COMPOUND TOOL. J. N. Patterson, Hazelton, N. D.

## THE VALUE OF PUNCTUALITY.

Punctuality is a very admirable and commendable quality of character in anybody, but it is particularly so in a business man. It shows true appreciation of the value of one's own time, as well as the time of others, and bespeaks a scrupulous sense of honor and self-respect, which are very important and essential features of character in the honest business world. A man who lacks these qualities of character, to a great extent, it matters not how well he may be equipped otherwise, will not only suffer many losses in a commercial sense, but will be regarded as unreliable and unsafe in all business transactions involving large sums of money, and as untrustworthy in a moral sense, in matters pertaining to social and civic duty. Aside from these points of consideration, punctuality may involve the welfare and even the life of human beings. The many different ways in which the truth of this statement might be demonstrated, we leave entirely to the reader, with the pertinent reminder that history is full of instances that serve to justify this assertion, besides those which may have come under the reader's own personal observation, and within his own personal experience. To the employer, punctuality in the employee is one of the most admirable of all other qualities, for it tells of other qualities that generally go with it. He knows that if the employee be strictly punctual, he is most likely to be careful and conscientious in the performance of his work, and he is also likely to be diligent, and to manifest a real interest in the things that pertain to the welfare of his employer. The employer who is not punctual in the performance of his own duties is not likely to arouse the enthusiasm of his employee in this direction, and, as a consequence, his business will suffer in the matter of its management, as well as in every other department.



**THE RICHMOND CONVENTION.**

We have received from Secretary W. W. Webber, of Fort Smith, Ark., the following outline of the programme for the forthcoming convention of the Southern Hardware Jobbers' Association, at Richmond, Va., June 11 to 14. It is not entirely completed, but gives an idea of what will happen. There will be several joint sessions with the American Hardware Manufacturers' Association, which meets at Richmond the same week. There will also be a banquet feature on Thursday night, June 13, the details of which have not been completed. The following is the programme:

**SOUTHERN HARDWARE JOBBERS' ASSOCIATION.****TUESDAY MORNING, 10 O'CLOCK. JOINT MEETING.**

Meeting called to order by President Dunlop.  
Invocation by Rev. F. T. McFaden.  
Welcome to Richmond by Hon. Carlton McCarthy, Mayor.  
Welcome by Richmond manufacturers, by Joseph Bryan, of The Richmond Locomotive Works.

**TUESDAY AFTERNOON, 2.30 O'CLOCK. EXECUTIVE FOR JOBBERS ONLY.**

Reading of Minutes of 1906 Convention.  
Annual Reports of Standing Committees.  
Report of Special Committees.  
Report of Secretary-Treasurer.  
Appointment of Special Committees.  
Communications.  
Miscellaneous Business.  
Discussion of Executive Committee's Report.  
Opening of Question Box.

**WEDNESDAY MORNING, 10 O'CLOCK. EXECUTIVE FOR JOBBERS ONLY.**

Address by W. W. Webber, Fort Smith, Ark. Subject: "Benefits of Membership in the Southern Hardware Jobbers' Association, and a Member's duty to it."  
Address by Ben J. Shuster of Selma, Ala. Subject: "Why a jobber should sell at net prices instead of discounts."  
Address by Lee Richardson of Vicksburg, Miss. Subject: "A jobber should compute his profits on his selling price rather than his cost."  
Discussion of Executive Committee's Report continued.

**WEDNESDAY AFTERNOON, 2.30 O'CLOCK. JOINT MEETING.**

Meeting called to order by Charles W. Asbury, President American Manufacturers' Association.  
Address by Robert Garland, of Garland Nut & Rivet Co., Pittsburgh. Subject: "Should not the Hardware jobbers properly anticipate their requirements?"  
General discussion.  
Address by J. C. Sproul, of Anniston, Ala. Subject: "Importance of the customary cash discount to the jobber."  
General discussion.  
Address of G. H. Jantz, of American Wringer Co., New York City. Subject: "What constitutes a Hardware jobber?"  
General discussion.  
Address by T. G. Ewing, of Gadsden, Ala. Subject: "The disposition of manufacturers to encourage jobbing at places not recognized as jobbing centers."  
General discussion.

**THURSDAY MORNING, 10 O'CLOCK. EXECUTIVE FOR JOBBERS ONLY.**

Address by W. L. Sanford, Sherman, Texas. Subject: "The necessity for increasing profits, and how it can be done."  
Address by R. D. Warren, Memphis, Tenn. Subject: "The essential elements of a credit man."  
Miscellaneous Business.  
Reports of Special Committees, appointed at the session.  
Election of Officers.

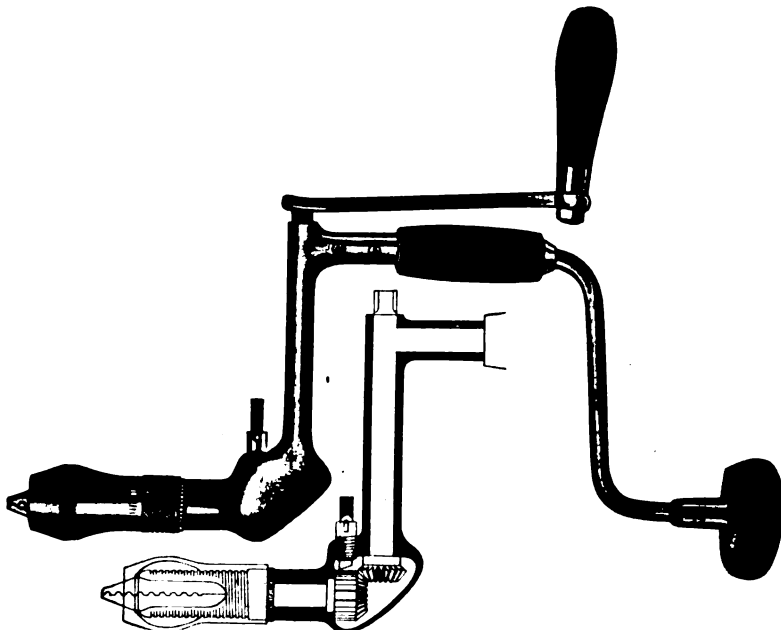
**THURSDAY AFTERNOON, 2.30 O'CLOCK. JOINT MEETING.**

Address by Harry Wise, of *The Tradesman* of Chattanooga, Tenn. Subject: "The future outlook of the South."  
Communications.  
Unfinished business.  
Installation of officers.

The Pittsburgh Automatic Vise and Tool Co. have completed all their plans for the exhibiting at the Convention of Master Car Builders and Master Mechanics at Atlantic City, June 13-20, of the largest vise ever yet constructed. The tool will be operated by electricity, the double-swivel movement being visible at all times. The tool weighs 695 pounds and has a jaw-opening of fifteen inches. Of this special type tool, the Company reports a very heavy demand.

**LANCASTER COMBINATION CORNER BRACE.**

The Lancaster Machine and Knife Works, Lancaster, N. Y., are placing on the market the Lancaster Combination Corner Brace, herewith illustrated. It is a combination of a ratchet, straight and corner brace, of high-grade material, workmanship and finish. It is highly polished and nickeled. The cocobolo head, instead of being all round, is round only on one side and square on the other, so that it will fit into a corner and will drive a bit at a truer right angle. The handles are also of



LANCASTER COMBINATION CORNER BRACE.

cocobolo. The tool is made only in the 10-inch size, has a ball-bearing head, and the chuck is designed to take any size of square shank bit or the smaller sizes of round-shank drills, which it will hold firmly. As a corner brace it can be used in what are usually considered difficult positions, and will go in some places where no other tool will. There is no lost motion; it has a positive drive and will work easily and fast and drive the bit true at any angle and with great power. It is particularly handy in nearly all positions that a ratchet brace is used, and in place of the half or quarter sweep of the ratchet brace, by using this tool with the handle, ten times the work can be accomplished, and it is confidently expected by the makers that the tool will in a short time be used in nearly all work where a ratchet brace has formerly been used. It is particularly adapted for electricians, cabinet makers and builders, and for rapid screw-driving, and by removing screws at the handle and the upper part of the tool, it can be placed in positions where no other tool can, used in connection with an extension attachment, that will permit its working readily. The weight is just about the same as the ordinary ratchet brace, being just three pounds, complete with handle, the case between the chuck and the handle being aluminum and amply heavy to secure strength and rigidity. It is driven by two machine-cut gears, and operated for ratcheting by a strong pawl, enclosed in a dust-proof case, which is permanently closed.

The Navy Department have issued notices of purchases under date of April 27 and May 2, specifying material for which bids will be opened in Washington on specified dates in the latter part of May and the early part of June. The material calls for a quantity of Miscellaneous Hardware, Tools, Hinges, Locks, Nails, Rivets, 6,000 pairs of Scissors, Blocks, Sheaves, Bolts and Nuts, Emery Cloth, Files, Screws, Shovels, Hoes, Packing, Paints and Oils and numerous kinds of metals.

The new quarters in New York of the L. S. Starrett Co., Athol, Mass., at 132 Liberty Street, have been opened, under the supervision of A. H. Briggs as manager, as heretofore. Their new location is better adapted to the needs of the company, their stock-carrying capacity being increased and the packing and shipping of goods being facilitated. It is intended in future to carry a larger stock than was possible before.



**THE MERCHANTS' ASSOCIATION OF NEW YORK.**

The Merchants' Association of New York, 66-72 Lafayette Street, New York, have recently issued Bulletin No. 33 having reference to New York City Trade and Business Directories, which, as they are endorsed by the Association, will be found sufficiently authentic and can safely be made use of when their assistance is required.

They say in connection with this list: "As mercantile concerns are constantly solicited by agents to subscribe for, or advertise in, directories of New York City, many of which have no existence or serve no useful purpose, the Association has been asked to supply its members with a list of legitimate business and trade directories issued in this city. The following list of bona fide trade and business directories has accordingly been prepared for us by the Secretary of the Association of American Directory Publishers, an organization which for a number of years has been endeavoring to protect the public against fake directory methods, and to punish the swindlers."

The list of thirty-two directories which they include in the enumeration makes it a very complete one.

The Association further state: "If in the future you are requested to subscribe for, or advertise in, any directory not mentioned above, it is suggested that unless you have personal knowledge of the good standing of such directory, before giving your order therefor, you inquire over the telephone as to its status. In so communicating with us, please give the name of the agent who is canvassing you, the directory represented, and the address at which it is published. Through the organization named above, we will probably be able to give you immediately the desired information, but if not, a prompt investigation will be made and you will be advised within a short time."

**FACTS ABOUT THE SOUTH.**

Manifestations of wonderful progress and prosperity in the South are pressing with greater and greater insistence every day upon the notice of men of affairs, statesmen, financiers, manufacturers, publicists and students of economics. They reflect deeds accomplished, notable in themselves, given marked emphasis in comparison with results from like activities in other parts of the country and of unparalleled significance when viewed against the appalling background of a generation or more ago. For that reason there is more than usual timeliness in "Facts About the South," a pamphlet of seventy-two pages, written by Mr. Richard H. Edmonds, editor of the *Manufacturers' Record*, and just published. In it the whole story of Southern material upbuilding, the romance of the South's redemption from poverty to prosperity since 1880 and the resources of this section in coal, iron, timber, phosphates, cotton and other wealth-producing resources are more comprehensively dealt with than ever before. The prosperity of the South before 1860, and the reasons therefore, so slightly known and understood by the general public, are brought out very clearly in explanation of the business and industrial energy of the Southern people to-day and as convincing proof of the natural advantages which were rapidly making the South the richest part of the country when the war intervened.

Starting with a statement of typical Southern productivity during the past ten years—103,639,000 bales of cotton, 5,606,441,899 bushels of corn, 685,126,941 bushels of wheat, 659,037,244 bushels of oats, 120,000,000,000 feet of lumber, 571,629,336 tons of coal, 263,839,252 barrels of petroleum, 27,342,566 tons of pig-iron and 15,692,158 tons of phosphate, of the increase of investment in cotton mills from \$92,000,000 to \$250,000,000, of the building of 15,902 miles of railroad and of the movement through its ports of merchandise aggregating in value \$4,978,000,000—comparison is made with the preceding decade as a basis for a broad and detailed survey of Southern accomplishments in the past twenty-six years in agriculture, in manufacturing, in mining, in transportation, in trade and in commerce.

Special attention is given, of course, to cotton-growing and cotton-manufacturing, the one a basis and the other a means for the revival of Southern vigor a quarter of a century ago, but emphasis is laid upon the many facts of striking interest illustrating the strides in recent years made by the South in diversification in farming and in manufacturing, in closer approach to financial independence, in extension of transportation facilities, in the building up of ports and in the greater and greater utilization of natural resources of the fields, the forests, the mines and the watercourses.

To complete the story of the South of to-day considerable space is devoted to a plain statement, but one of deepest interest, of the achievements and aspirations of the leaders on many lines in the old South, demonstrating clearly that what the South is doing to-day is, after all, merely carrying out plans of half a century ago.

The study of "Facts About the South" is fitly closed by an estimate of types of the individuals who, by their works and their words in the 70s and 80s, and, indeed, in earlier years, pointed the way to a fulfillment of prophecies of the South and wrought so mightily in clearing the way for the attainments of the present.

## Legal Matters

### OF INTEREST TO HARDWAREMEN

**TELEPHONE—REMOVAL—DAMAGES.**

In the case of *Evans vs. Eastern Kentucky Telephone & Telegraph Company*, decided by the Kentucky Court of Appeals, it appeared that a patron of a telegraph company notified the company to remove the box and wires from his house, and that the company removed the box, but left the wires so exposed that they were struck by lightning, damaging the house. In an action by the owner of the house for damages, the court held that it was a question for the jury whether the company had used such care as might be reasonably expected of a person of ordinary prudence in failing to remove the wires, and whether the plaintiff by his want of care contributed to the loss by suffering the wires to remain in the house, when by ordinary care he should have known of the danger.

**ACCIDENT—STREET CAR—NEGLIGENCE.**

The Supreme Court of Pennsylvania held, in the case of *Harding vs. Philadelphia Rapid Transit Company*, that one riding on the running board of a Summer car outside of a lowered bar was negligent *per se*, and could not recover for injuries received, whether he could have got a safer position or not.

**PRIVILEGED COMMUNICATION—ACCIDENT.**

The Supreme Court of Ohio held, in the case *re Schoepf*, that a report made to the claim agent of a street railway company by the conductor and motorman of an electric car of an accident in which a passenger was injured which was made pursuant to a standing rule of the company for the information of the claim agent as a basis for settlement, or for use of counsel in case of suit against the company, was a privileged communication, the production of which could not be enforced in the taking of depositions before the trial in a suit against the company for injuries received in such accident.

**INSURANCE—VOLUNTARY EXPOSURE.**

The Supreme Court of Michigan held, in the case of *Hunt vs. United States Accident Association*, that one who, while running bases in a game of indoor baseball, ran against a base and put his hand and foot against a wall to stop himself, whereby his ankle was broken, was not guilty of such "voluntary or unnecessary exposure to danger," as provided against in an accidental policy, as would bar his recovery under such policy. The court said that the term "voluntary exposure to unnecessary danger," as used in an accident policy exempting the insurer from liability for injuries caused by such exposure, means a conscious or intentional exposure involving gross or wanton negligence on the part of the insured.

**BUILDING ASSOCIATION—CONTRACT—LOAN.**

It appeared in the case of *Clark, Receiver, vs. Darr et al.*, recently decided by the Supreme Court of Indiana, that a building association of the State of Minnesota, whose charter and by-laws required that all its members should share equally in its earnings as assets, issued a certificate of stock to a member in Indiana entitling him to said equal privileges, and as part of the same transaction loaned him some money, secured by a mortgage on the stock and on real estate in Indiana, and in violation of its contract with him deposited \$100,000 of its securities (including the mortgage, and being practically all of its assets) with an officer of the State of Wisconsin to secure members living in that State, and then became insolvent, so that all of the deposited assets passed into the hands of a Wisconsin receiver, who held and administered them for the sole benefit of the Wisconsin members. The court held that the violation of the contract abrogated it, and that the Wisconsin receiver was entitled to recover from said borrower only the money loaned, with legal interest less the payments made, without reference to the agreement that part of them should be appropriated as dues on stock, part as premium on the loan, and only the remainder as interest.



## THE BOSTON CONVENTIONS.

The Preliminary Programme of the Joint Convention of the National Retail Hardware Association and the New England Hardware Dealers' Association, to be held at the New American House, Boston, Mass., June 18-22, 1907.

## NATIONAL RETAIL HARDWARE ASSOCIATION.

## OFFICERS, 1906-1907.

PRESIDENT—Edward M. Bush, Evansville, Ind.  
 1ST VICE-PRESIDENT—S. R. Miles, Mason City, Iowa.  
 2D VICE-PRESIDENT—G. W. Rockwell, Horseheads, N. Y.  
 SECRETARY—M. L. Corey, Argos, Ind.  
 TREASURER—A. T. Stebbins, Rochester, Minn.  
 EXECUTIVE COMMITTEE.  
 E. M. Bush, Evansville, Ind.; S. R. Miles, Mason City, Iowa; G. W. Rockwell, Horseheads, N. Y.; A. T. Stebbins, Rochester, Minn.; H. L. McNamara, Janesville, Wis.; G. W. Wolbert, Bismarck, N. D.; G. R. Lott, Chicago, Ill.; H. J. Hall, Lincoln, Neb.; D. F. Barber, Boston, Mass.

## NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

## OFFICERS, 1906-1907.

PRESIDENT—John B. Hunter, Boston, Mass.  
 1ST VICE-PRESIDENT—S. H. Thompson, Lowell, Mass.  
 2D VICE-PRESIDENT—Frank E. Pearson, Pittsfield, Mass.  
 SECRETARY—F. Alexander Chandler, 36 Federal Street, Boston, Mass.  
 TREASURER—Henry M. Sanders, 27 Elliot Street, Boston, Mass.  
 AUDITOR—D. Fletcher Barber, 124 Summer Street, Boston, Mass.  
 DIRECTORS.  
 Charles E. Adams, Lowell, Mass.; Bion C. Pierce, Taunton, Mass.; Calvin M. Nichols, Boston, Mass.; Ernest L. Davis, Boston, Mass.; Charles L. Underhill, Somerville, Mass.; W. H. Underwood, Manchester, N. H.

"Yet in opinions look not always back;  
 Your wake is nothing; mind the forward track,  
 Not what you've done, but what you have to do;  
 Don't be consistent—just be simply true."

—OLIVER WENDELL HOLMES.

## RAILROAD RATES.

Arrangements have been made with the various railroad companies of the country for special Round-Trip rates of one fare on some lines and one fare plus one-third on other lines, account of the Joint Convention. Ask your local ticket agent and take a receipt for fare paid.

## FREE TELEPHONE AND TELEGRAPH SERVICE.

Through the courtesy of the New England Telephone & Telegraph Company, the American Bell Telephone Company, and the Western Union Telegraph Company, free service will be extended to those who attend the Joint Convention.

## INFORMATION AND ACCOMMODATION.

Our Secretary will be glad to assist in any way with information or securing of accommodations for those attending the Joint Convention. Address F. Alexander Chandler, 36 Federal Street, Boston, Mass.

## PROGRAMME.

TUESDAY, JUNE 18, 1907—10 A. M.

## OPENING SESSION.

OPENING REMARKS President Edward M. Bush, Evansville, Ind., National Retail Hardware Association.  
 PRAYER Rev. Charles A. Bidwell, of Waverley, Mass.  
 SINGING—"America."  
 ADDRESS OF WELCOME Gov. Curtis Guild, Jr., of Massachusetts.  
 ADDRESS OF WELCOME Mayor John F. Fitzgerald, of Boston.  
 RESPONSE By President Edward M. Bush.  
 WELCOME TO JOINT CONVENTION President John B. Hunter, Boston.  
 RESPONSE New England Hardware Dealers' Association.  
 ADDRESS Treasurer A. T. Stebbins, Rochester, Minn., National Retail Hardware Association.  
 ADDRESS President Edward M. Bush.  
 ADDRESS—"Our National Association."  
 ADDRESS—Ex-President W. P. Bogardus, Mt. Vernon, Ohio, National Retail Hardware Association.

Announcement of Programme and Entertainments.  
 Impromptu Addresses.  
 Distribution of Badges.

"National progress is the sum of individual industry, energy, and uprightness. See that you contribute your share toward the progress of your country."—MARSHALL FIELD.

EXECUTIVE SESSION AND LUNCHEON.  
 National Retail Hardware Association Officers.  
 New England Hardware Dealers' Association Officers.

TUESDAY AFTERNOON, AT 2 O'CLOCK.

(Open to National and New England members and delegates only.)  
 Opening of Joint Convention.  
 Appointment of Sergeant-at-Arms.  
 Roll Call.  
 President's Address.  
 Secretary's Address.  
 Treasurer's Address.  
 Address—"Trade Boundaries."  
 H. T. Helgesen, of North Dakota.

Appointment of Committees.  
 Report of Joint Committee.  
 First Vice-President S. R. Miles, Mason City, Iowa.  
 National Retail Hardware Association.  
 Report of State Secretaries, Recommendations from State Associations, etc.

4.30.

Adjournment.

4.45.

Official Inspection of Exhibits.

"It happens a little unluckily that the persons who have the most infinite contempt for money are the same that have the strongest appetite for the pleasure it produces."—SHENSTONE.

WEDNESDAY, JUNE 19—9.30 A. M.

New England Association, Executive Session, Ford Building, 15 Ashburton Place.  
 National Association, Executive Session, Convention Hall, American House.  
 Report of Secretary.  
 Report of Treasurer.  
 Report of Auditor.  
 Report of Committees.  
 General Business.  
 Nomination and Election of Officers.

Adjourned Business Session.

2.00 P. M.

Annual Ladies' Night Reception and Promenade Concert.

5.00 P. M.

Annual Ladies' Night Banquet.

6.00 P. M.

New England President John B. Hunter, Toastmaster.  
 The following speakers have been invited:

Lieutenant-Governor Eben S. Draper, of Massachusetts.  
 Mayor John F. Fitzgerald, of Boston.  
 President E. M. Bush, of National Retail Hardware Association.  
 President Charles E. Adams, of Massachusetts State Board of Trade.  
 President C. W. Asbury, of National Manufacturers' Association.  
 Rev. E. A. Horton, Chaplain Massachusetts Senate.  
 Mrs. S. H. Thompson, of Lowell.

"The human race is divided into two classes: Those who go ahead and do something and those who sit and inquire, 'Why wasn't it done the other way?'"—OLIVER WENDELL HOLMES.

THURSDAY, JUNE 20—10 A. M.

(Joint Executive, open to members only.)

Address—"Re-sale Prices."

Secretary A. T. Anderson, Cleveland, Ohio, National Supply and Machinery Dealers' Association.  
 Address—"Relation between the Dealer and the Manufacturer."  
 Mr. J. H. Drury, Union Twist Drill Company, Athol, Mass.  
 Address—"M. L. Corey, Secretary National Retail Hardware Association  
 Address—"The Trade Press."  
 R. R. Williams, New York, Editor *Iron Age*.

Address—"Ethics of Rate-Making."  
 Edgar Van Etten,  
 Vice-President New York Central & Hudson River Railroad.

General Discussion.

2.00 P. M.

Reports of Mutual Fire Insurance.

Question Box.

Impromptu Discussion.

7.30 P. M.

"Indian Supper" for Gentlemen.

FRIDAY, JUNE 21—9.30 A. M.

(Joint Executive Session, members only.)

Unfinished Business.

Next Meeting Place.

Introduction of New Officers.

Closing of Convention.

"Honesty, why that's jls' simply doin' th' square thing ev'ry single time, whither th' other feller sees you or not."—GEORGE CROUSE.

## SIDE TRIPS AND EXCURSIONS.

In preparing this advance programme the Joint Convention Committee have endeavored to outline in a general way the business detail and hours for such routine. Many other subjects will be discussed and speakers invited than those mentioned heretofore, for detail of which you will please inquire at the Secretary's Information Bureau.

Excursions will be made to the following points, and early bookings are desirable:

Concord and Lexington, Norumbega Park, Wonderland Park, Nantasket Beach, New Britain, Conn.; United Shoe Machinery Company's plant at Beverly, Bunker Hill Monument, Charlestown Navy Yard, The Ocean-Going Steamers, etc.; Plymouth, League Baseball Games; Longfellow's and Lowell's Homes, Faneuil Hall.

## COMMITTEES IN ATTENDANCE.

The detail arrangements have been left in the hands of various committees. A committee of manufacturers will assist in the work. A Committee of Ladies will have charge of special programmes during business hours of the Joint Convention.

## GEORGIA RETAIL HARDWARE DEALERS' ASSOCIATION.

The Georgia Retail Hardware Dealers' Association met in annual session on the afternoon of May 7th, at Tifton, and delegates representing every section of the State. President W. W. Robinson of Dublin, presided, with C. M. Tillman, of McRae, secretary. The opening session was one of preliminary organization. Mayor S. M. Clyatt welcomed the Hardwaremen in behalf of the city, and the welcome was fittingly responded to by G. W. Woodruff of Winder. Short speeches were also made by L. A. Dietrich of New York and C. L. Rierison of St. Louis.

A Committee on Nominations was appointed, consisting of J. J. Golden and S. G. Black of Tifton, W. G. Raines of Statesboro, G. W. Woodruff of Winder and C. B. Thomas of Griffin; also, an Auditing Committee to examine the books of the secretary and treasurer, consisting of E. E. Dekle of Valdosta, Gary Vinson of Waynesboro and John R. Hall of Moultrie. These two committees reported to the executive session of the Association in the evening.

The following officers were unanimously elected for the ensuing year: President Charles M. Tillman of McRae; first vice-president, C. B. Thomas of Tifton; second vice-president, J. R. Hall of Moultrie; secretary and treasurer, Gary Vinson of Waynesboro; delegates to national convention at Boston, G. W. Woodruff of Winder; alternate, W. V. Raines of Statesboro; executive committee, Charles M. Tillman, C. B. Thomas, J. R. Hall, Gary Vinson and W. H. Briggs.

The Association continued in session until May 9th, concluding their deliberations with a banquet, which was given the visiting delegates by the citizens of Tifton at The Myon.

J. W. Johnson, formerly with Johnson, Coleman & Graham, Selma, Ala., has associated himself with the Lockwood Company, 79 Reade Street, New York, as sales manager, having resigned his position with W. B. Fox & Brother.



## RECENT TRADE PUBLICATIONS

WOODWARD, WIGHT & Co., LTD., New Orleans, La., have distributed their Catalogue No. 29, of over a thousand pages, bound in linen covers, containing a very large assortment of Heavy Hardware, Contractors' and Railway Supplies, Ship Chandlery, Steam Goods, Mill Supplies, Engineering Equipment, Tools and Implements, Harness and Wagons, Household and Miscellaneous Supplies, Builders' Hardware, Cutlery, etc. This business was founded in 1866, and the company take pride in the fact that they have "supplied an actual need of the industrial South," and in an "institution which keeps in its own stores and warehouses practically everything in the line of merchandise demanded by the industries of the country," which "is a real benefit to the community through the saving in time and expense that every customer makes in dealing with one house."

OHIO STRUCTURAL IRON Co., Sandusky, Ohio, have issued a series of catalogues applying to their large line of products. Included in the series is their Fence Catalogue Z applying to Fencing, Lawn Seats, Arches and Entrances, Mausoleum Doors and Gates. Their General Catalogue D is devoted to Window Guards, Lawn Seats, Balcony Railings, Grilles and Wickets, Hay Racks, Feed Boxes, Steel Shutters, Stairways, etc., etc. They also publish a Fire Escape Folder A, and a Jail Catalogue B, which includes Jail Cells, Window Guards, Plate and Lattice Doors and Miscellaneous Jail Work.

HARDWARE SUPPLY Co., 89 Campau Street, Grand Rapids, Mich. Catalogue No. 6 of Cabinet Hardware Specialties, including Patent Door Catches, Push Button Catches, Spring Latches and Bolts, Furniture Knobs, Tillotson Toilet Fasteners, Double Boring Bits, Bit Brace Drivers, Desk Lid and Shelf Supports, Adjustable Steel Toilet Hinges, Revolving Wardrobe Hooks, Wall Hooks, Suit Hangers, Drawer Pulls, Enameled Wood Knobs, etc. This catalogue contains a number of new articles not listed in their previous catalogue, and should be sent for. This company are very progressive, and it is their constant endeavor to improve the quality of Hardware used on furniture, and to work out new ideas which are suggested regarding articles in this line. They have changed all their lists so that all are now governed by the same discounts.

BRAINERD MFG. Co., Despatch, N. Y., manufacturers of Brass, Bronze and Steel Hardware, have presented us with a copy of their new catalogue of 250 pages, illustrating and describing their complete line, which includes Hinges, Drop Handles, Drawer Pulls, Moulding, Coat and Hat Hooks, Brackets, Escutcheons, Window Ventilators, Key Checks, Hasps, Locks, Push Plates, etc., etc. The company state that they want patented specialties of merit to manufacture on royalty, and make special goods to order in quantities.

BARNES MFG. Co., Mansfield, Ohio, have published a Spray Pump Catalogue. In so doing they desire to call particular attention to the fact that they have the most complete and highest grade line of Spray Pumps and Nozzles on the market. Their construction embodies the latest devised improvements; very best of material and workmanship used throughout; work easy and have obtained such a high degree of perfection that they are approved by many of the leading fruit growers and recognized by the trade as standard. They have included in the back part of this catalogue some useful information for fruit growers relative to the different diseases of trees, how to detect and cure them. This information was obtained from a number of scientific and experiment stations.

WARNER FENCE Co., Ottawa, Kan. Catalogue of Warner Fencing, including the Warner Hog Fence, Poultry Fence, Stock Fence, Walk Gates, Farm Fence, Farm and Drive Gates, Ornamental Fence for Grave Lots, and the Samson Fence Stretcher. Included in the contents are half-tones of the Warner Wire Special No. 1, showing a solid train of smooth wire, which was run from Pueblo, Colo., to Ottawa, Kan., and of the Wire Special No. 2, showing a double-header loaded to the limit with smooth wire to be used in making Warner Fencing.

ROTARY FILE AND MACHINE Co., 589 Kent Avenue, Brooklyn, N. Y., have published a little booklet about Band-Saw Machines, Sharpeners, Setters, Blades, Guides and Brazers, in which a full

description of these lines is given, accompanied by numerous testimonials from large manufacturers throughout the country. Those interested in the above-named goods would find this catalogue very helpful. It will be sent free upon application.

NILES MFG. Co., 157-159 South Jefferson Street, Chicago, Ill., have distributed to the trade a very interesting catalogue and price-list of their line of Spring Hinges, Lavatory Door Trimmings and other Hardware Specialties called for by Plumbers, Hardware dealers and Marble Works. These goods can be furnished in iron, bronze metal and nickel-plate.

DEXTER BROTHERS COMPANY, 103-107 Broad Street, Boston, Mass., have sent us some very artistic literature in regard to their English Shingle Stains. They publish a booklet entitled Symphonies in Stain, in which are incorporated a number of fine half-tones of residences in various parts of the country on which these stains have been used. These Shingle Stains are made of the very best English ground colors, and contain no benzine or creosote. Scrupulous care and special attention to small details mark every process incident to their making. They have been tested thoroughly by many leading architects during the past fifteen years, and have always given perfect satisfaction. The beautiful effects produced by harmonious combinations of these Stains are extremely pleasing to the eye, and the company also distribute several full-page plates in natural colors showing these beautiful effects.

CASSADY-FAIRBANK MFG. Co., 6106-6130 La Salle Street, Chicago, Ill. Catalogue of Curling Irons. Their aim in issuing this catalogue is to save the buyer the trouble of going through a large Sundry catalogue to find Curling Irons and their accessories. The catalogue also contains an assortment of Lamp Chimney Stoves, Alcohol Stoves and Heaters for heating Curling Irons; Tracing Wheels, Sewing Machine Screw Drivers, Shoe and Glove Buttoners, Match Safes, Curtain Rod Thimbles and Electric Curling Iron Heaters.

S. OBERMAYER Co., Cincinnati, Chicago and Pittsburgh. Special Wheelbarrow Catalogue of the Obermayer Standard Barrows, including Coal, Mining, Foundry, Pig Iron, Mortar, Stone and Combination Barrows, etc. Special attention is called to the fact that these Barrows are exceptionally strong and light. All orders for the same are filled on the day they are received. The company are prepared to furnish everything needed in the foundry.

GRANITE STATE MOWING MACHINE Co., Hinsdale, N. H. Catalogue of Lawn Mowers, including the Granite State Low and High Wheel and Ball-Bearing Mowers, The Hampshire, Queen Ball-Bearing, New Mystic, Rover and Leader; also the Capitol Lawn Trimmer and Edger. The various parts of these Lawn Mowers are full described, and the line will be found an attractive one.

BROWN OIL CAN Co., Toledo, Ohio, issue an Oil Can Folder describing their Patent Self-Sealing Oil Cans and Tanks; also Auto Tanks, the latter being constructed in response to a demand by automobile users for a gasoline tank that is strong, secure, well-protected and sealed. They also manufacture Patent Vent-Faucet Oil Cans and Apollo Faucet and Spout Oil Cans. This company also publish a Tinware Folder of High-Grade Metal Ware, such as Anti-Rusting Pails, Decorated Ware and Flower Sprinklers, Dinner Pails, Bake Ovens, Wash Boilers and Tubs and Dust Pans.

### MEANING OF "MERCHANDISE."

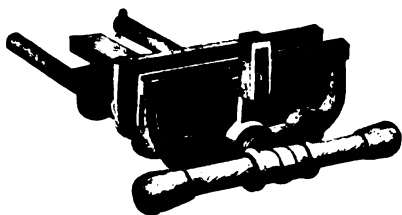
The courts hold that a policy on the property kept in a certain building will cover all kinds of property kept there, whether for sale, for use or simply on storage. A policy on "merchandise" in a certain building, however, is held to cover only such articles as are kept and intended for sale. One of the leading cases is that reported in 92 Mass., 221. The decision here was that the word "property" in a policy covered all kinds of articles in the building, but that a policy insuring "merchandise" did not cover articles kept wholly or partially for use in and about the building, but only articles kept for sale."



## NEW GOODS AND SPECIALTIES

### ABERNATHY QUICK ACTING VISE.

The Abernathy Vise and Tool Co., 5023 Forrestville Avenue, Chicago, Ill., are the manufacturers of the Abernathy Quick-Acting Vise, which is instantaneous in adjustment; that is, the handle being in a vertical position the front movable jaw may be drawn or pushed to any desired adjustment by a single motion. We present an illustration of this rapid-acting vise in the accompanying cut. The compression feed is three-fourths of an inch for each revolution of the handle, which is claimed to be nearly double the serviceable feed of any other quick-acting vise at present on the market, and if it is so desired the front jaw may be fed the whole length of its adjustment by a continuous turning of the handle; but, approximately, a one-fourth

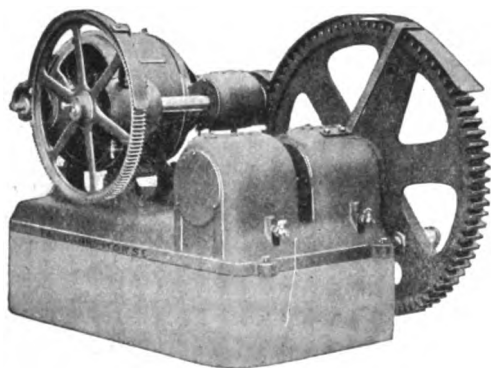


ABERNATHY QUICK ACTING VISE.

turn of the handle is all that is necessary to clamp an article for ordinary purposes. The front jaw may be also pushed to an adjustment regardless of the position of the handle, which is often a convenience and a further saving of time. The compression is secured through the action of a broad-faced spiral cam  $3\frac{1}{2}$  inches in diameter, and a single-piece steel clutch, which, through the action of the cam, is immovably locked to the central compression bar, which bar is a perfectly smooth piece of square cold-rolled steel, a substantial spiral spring holding the clutch against the cam, completing this mechanism, which is positive in action at any and every point of adjustment. The entire manipulation of the vise is accomplished by the handle alone, and all working parts are located under the bench, where they are protected from knocks and dirt. All Abernathy Vises and Clamps are made of the best quality grey iron castings, and cold-rolled steel bars, and are of sufficient strength to stand reasonable usage. The slides operate in reamed holes, which insure a free and easy movement of jaw and all parts are interchangeable.

### ELECTRIC PUMP JACK.

Fairbanks, Morse & Co., Franklin & Monroe Streets, Chicago, Ill., are the manufacturers of the Electric Pump Jack, of which we give an illustration herewith. It includes back-gear motor complete, mounted on geared base for deep-well pumping. It



ELECTRIC PUMP JACK.

is self-contained, both the motor and the jack being mounted on a common cast-iron base. The motors are Fairbanks-Morse direct-current, multipolar machines; and the bearings are of the ring oiling type. This makes an ideal pump jack, requiring very little attention. The motors can be furnished in 110, 220 and 500 volts, and are furnished complete with automatic release starting boxes.

### WHITE MOP WRINGER DISPLAY STAND.

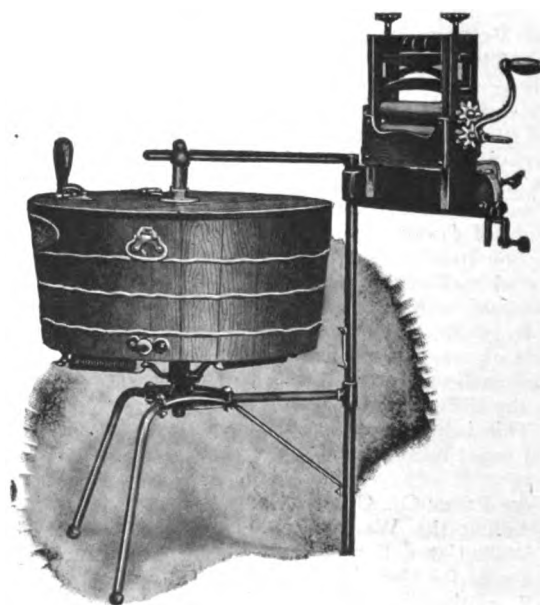


The White Mop Wringer Co. of Fultonville, N. Y., manufacturers of the White Mop Wringers, are putting out a very attractive and useful stand for the display of their mop wringers, which have a national reputation for perfect wringing with perfect ease. The stand is light, occupies but little room, is convenient, and yet substantial. It is twenty feet wide, four feet seven inches high.

At the top is an attractive advertisement which draws the attention of the customers, both housekeepers and janitors, leading directly to many sales which would not otherwise be made. The advertisement illustrates to the housekeeper the advantages of the "White," and causes her to want the wringer. These stands are distributed with the wringers through the regular trade channels. Ordinarily they are not to be furnished with less than one dozen wringers, and are intended only for those who will make constant use of them for the display of White Mop Wringers.

### THE "NEW HOME" WASHER, NO. 60.

The Standard Mfg. Co., Shelby, O., have recently added to their line of washing machines their "New Home," No. 60, shown in accompanying illustrations. It has a detachable wringer board, so one can wring from the machine tub to the rinsing tub, also from the rinsing tub to the basket without changing the wringer from the detachable wringer board during the whole process of washing.



THE "NEW HOME" WASHER, NO. 60.

Fig. 1 shows the Washer with wringer upon the swinging wringer attachment swung around out of the way, where it remains while the tub full of clothes is being washed; when ready



to wring out the clothes the wringer upon the swinging wringer board is swung around to the proper position to wring the clothes from the machine tub, as shown in Fig. 2. With this device the wringer is always in place to wring from either position with the right hand. This is a valuable improvement over wringer attachments where you can only wring from one position. The Washer is of the oscillating type where the tub turns



ANOTHER POSITION OF THE WASHER.

to the right and to the left, about one-half turn round, carrying the water and clothes with it. This tub has ribs in the bottom. The water and clothes are put in, a whole tubful at a time, and top rubber put on top which is held stationary while the tub, with the clothes and water, rotates to the right and to the left, coming against the reversing springs at the end of each stroke; this has the effect of producing a miniature whirlpool within the tub. This, with the light rubbing process going on at the same time, both at top and bottom of clothes, and the forcing of the water through them by this violent action and suction, absorbs the dirt and cleanses the clothes in five to ten minutes for a whole tubful at a time. It will wash anything, from a carpet to the finest lace curtains without injury. The tub is made from Louisiana cypress wood and bound with three steel wire electric-welded crimped hoops imbedded into the staves of the tub by the crimping process after the hoops are in place, making it impossible for them to come loose and fall off. They also use their improved corrugated top rubber and hinged cover, as shown in cut. This Washer has no counter post or other obstructions inside of the tub. The machine is very substantially built, from first-class material, and the best of workmanship throughout. It is placed upon the market through the retail and jobbing trade. Any information regarding printed matter, prices, etc., will be gladly furnished by the above-named company.

#### THE "NEVERSLIP" ANCHOR WEDGE.

The Neverslip Anchor Wedge Co., Auburn, N. Y., are manufacturing a Wedge for Hammers, Hatchets and Axes that seems

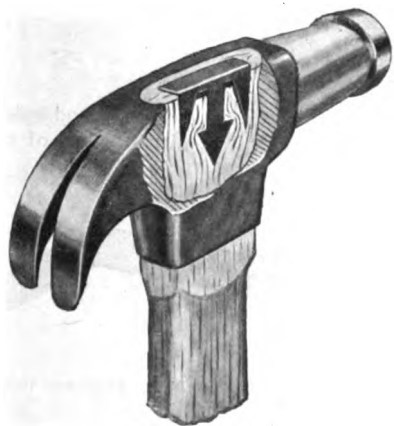


FIG. 1.—AS APPLIED TO HAMMERS.

to fill the bill perfectly for a wedge in a handle that has shrunk in the tool. It is denominated the "Neverslip," and anchors as a

permanent wedge at the tool's extreme wedging point, closing the pores in the wood and rendering the end of the handle impervious to moisture. The outside prongs force the wood around

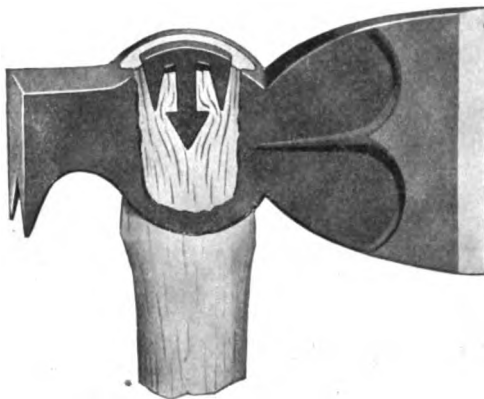


FIG. 2.—AS APPLIED TO HATCHETS.

the shoulders of the shank, making it impossible for the wedge to loosen or come out, and reducing largely the usual trouble and annoyance caused by this simple want. They are made in all

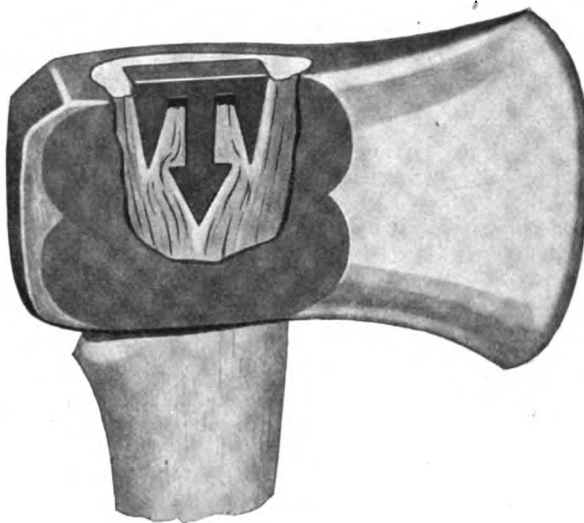
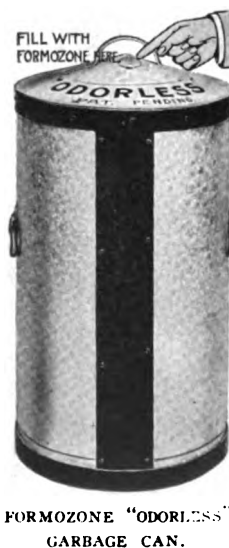


FIG. 3.—SHOWING WEDGE AS APPLIED TO AXES.

sizes, for hammers, hatchets, axes, etc. It anchors at any point it stops. This feature of the "Neverslip" single-piece automatic anchorage it is claimed no other wedge possesses. Acknowledging its merit by its selection, the company state that two of the largest hammer and hatchet manufacturers have adopted the "Neverslip" to be used in all the tools they manufacture.

#### FORMOZONE "ODORLESS" GARBAGE CAN.

The Formozone Hygienic Mfg. Co., 211 East Madison Street, Chicago, Ill., are the manufacturers of the Formozone "Odorless" Garbage Can of which we give an illustration. It is made of heavy galvanized iron, is air and water tight, and provided with two 16-gauge steel shields, steel band top and bottom, malleable iron drop-handles, and tight-fitting cover. The bottom is raised 1 3/4 inches from ground, and is riveted and soldered throughout. Size 15 by 26 inches; capacity 22 gallons.

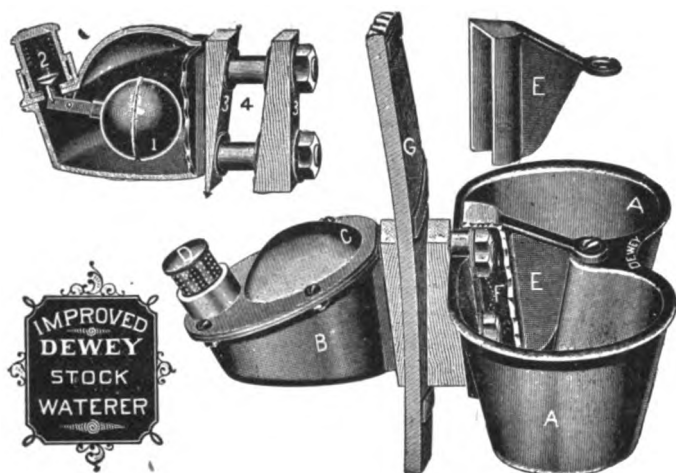


FORMOZONE "ODORLESS" GARBAGE CAN.



**IMPROVED DEWEY STOCK FOUNTAIN.**

B-B Mfg. Co., Davenport, Iowa, are the manufacturers of the Improved Dewey Stock Fountain. The illustrations of parts of the Improved Dewey establish absolutely the claim for simplicity of construction, the larger cut below showing the complete Waterer in position attached to a barrel, except that the shield is cut away on the sides showing pipes 1 and 2. The small sectional view will further explain the working of the



Waterer. Note the screen cap marked "D" in the large cut is perforated and so acts as a strainer, preventing straw or other matter getting into and clogging valve 2. As the water is used out of bowl, the spun-metal ball or float 1 falls and forces valve 2 upward, allowing water to rush from barrel or tank, into valve chamber. As bowl fills, the float 1 rises until the supply of water is shut off just before the bowl is full. The bowl is bolted firmly to the barrel or tank so it cannot be injured by heavy stock falling against it. Hogs can drink out of it, but cannot get their feet into it, as in the ordinary trough. As it cannot overflow, the ground about the fountain remains hard and does not get muddy. Being double, the bowl can be set for two pens or yards. The intake pipe with its screen cap points up into the barrel or tank, and therefore gets no sediment. The valve mechanism being submerged in water, does not freeze even in cold weather. The Dewey is, therefore, claimed to be an all-the-year-round Waterer.

**CLEANLINESS.**

By B. A. CHAMBEAU.

Clean hands, clean collar and clean conscience, and a clean store with a clean stock, are good credentials for the prospective advertiser, and go a long way toward bringing results from the magnetism in the advertisement.

**HAYWARD BARREL TRUCK.**

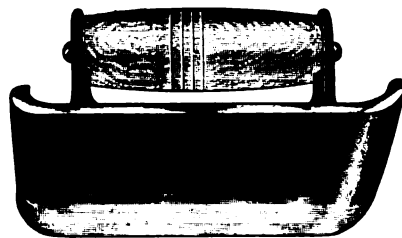
W. H. Hayward, 12 Washington Street, Ballston Spa, N. Y., is placing upon the market the Hayward Barrel Truck, which possesses the following among its advantages: It stands alone in position ready for use; will fit any size barrel or keg, and will run in narrow places. One does not have to get under the barrel to load, having a large leverage which can be kept under one's complete control. It can be adjusted instantly to fit a keg or the largest barrel. It stands four feet high, and is practically indestructible.



HAYWARD BARREL TRUCK.

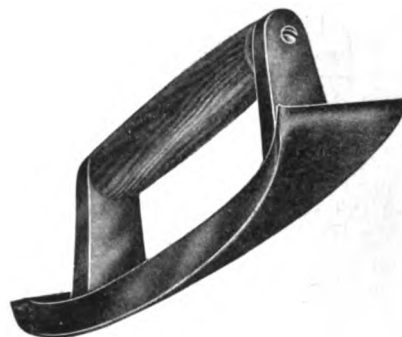
**"GEM" CEMENT-SIDEWALK TOOLS.**

The use of cement for the purpose of laying sidewalks has increased to such an extent as to make it a necessity to have a line of tools for the purpose, original in construction, and of special forms to do the work efficiently. The municipal authorities in every direction are taking a commendable interest in the matter, and making large expenditures in the direction of im-



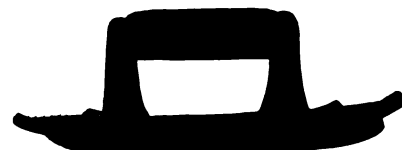
"GEM" EDGER, NO. 3.

proved roadways and sidewalks, so that the necessary material and tools for the work are in large and increasing demand. Kramer Bros. Foundry Co., Dayton, Ohio, have devoted their inventive ability to this class of work, inventing the largest line of these meritorious tools that have been brought to our atten-



"GEM" IN-CURVE EDGER, NO. 44.

tion, and displayed in their fourth catalogue recently published, from the pages of which we have culled the few cuts we illus-



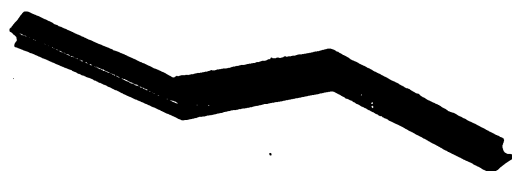
"GEM" RAISED POINTER, NO. 46.

trate in this article. They guarantee their iron nickel-plated tools to last as long as the hardest bronze, and the handles are



"GEM" JOINTER, NO. 25.

of either black satin finish or natural wood color. Although the "Gem" specialties are known to a number of advanced workers



"GEM" DOUBLE-END CONCAVE BEADING TOOL, NO. 47.

in cement, we desire in this editorial notice to attract the attention of our subscribers to a class of improved appliances with which they may not be sufficiently familiar.



**REVOLVING CATALOGUE CABINETS.**

The American Bolt and Screw Case Co., Dayton, Ohio, have added to their line of Dust-Proof Revolving Cabinets an admirable one calculated to hold a number of catalogues, which is something wanted in every thorough-going Hardware store, and we present an illustration of the same herewith. These Cabinets are made of thoroughly seasoned chestnut, and finished in natural-wood antique oak, golden oak, or mission, as desired. They are made by first-class cabinet makers, are well finished, occupy a small floor space, and are claimed to be the most convenient Catalogue Cabinets ever placed on the market.

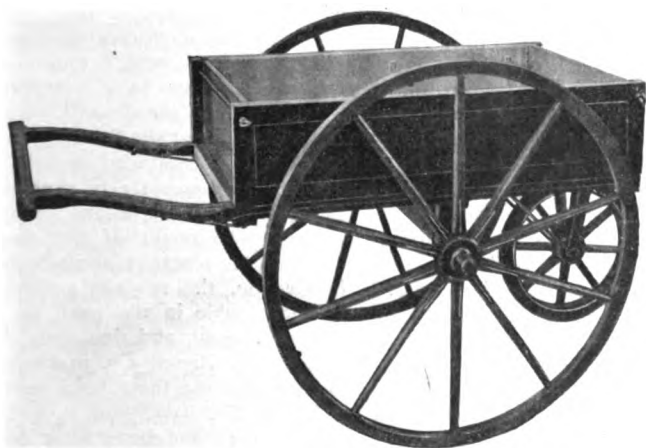


REVOLVING CATALOGUE CABINETS.

The fronts of the pigeon-holes in the revolving part are placed in grooves, and slide up and down, and are provided with an ingenious device to raise and lower and hold them in place while in use. The pigeon-holes are made of sufficient size to hold standard catalogues. They give the size of the pigeon-holes and the list prices of their regular stock cabinets, but special-sized pigeon-holes and special-sized cabinets will be made to order. An index card is furnished with each cabinet, so that any catalogue can be easily found. They are making, also, a larger cabinet of similar design and convenience that contains in the base 18 drawers of 9 on a side, suitable for larger-size catalogues, for the care and preservation of which this size was added.

**THE HERALD HAND CART.**

The Lansing Wheelbarrow Co., of Lansing, Mich., are the manufacturers of the Herald Hand Cart shown in the illustration herewith. It is a popular article of their make, the in-



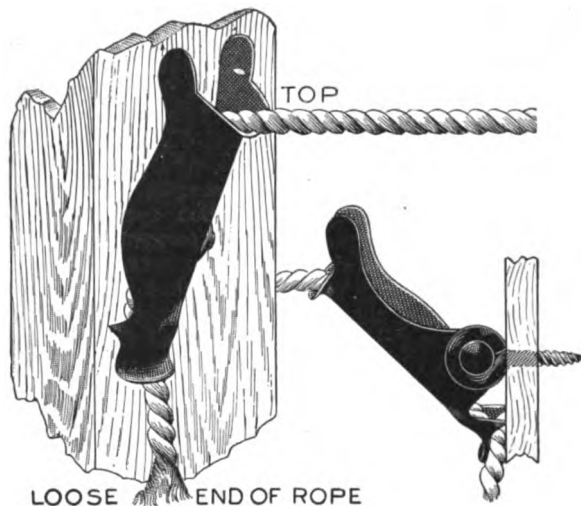
THE HERALD HAND CART.

creased demand for which has been remarkable, showing it is a style of Hand Cart that undoubtedly has been demanded, and

for which they recently furnished several hundred to the *New York Herald* alone, and which, from its construction, is especially fitted for newspaper offices, printers, lithographers and kindred industries. The third-wheel attachment enables the cart to be handled over gutters and across street-car tracks, and other uneven surfaces with the greatest ease. It has an inside width of body of 22 inches; length of body, inside, 37 inches; diameter of wheels 36 inches, and diameter of third wheel, 16 inches. It is provided with three coats of paint, and is nicely striped and varnished. The approval of the trade has been so great it shows that a high-grade article is recognized, and the manufacturers have spared no expense to bring it before the trade.

**THE STAR CLOTHES LINE FASTENER.**

Grand Rapids Grater Co., Grand Rapids, Mich., are putting on the market the Star Clothes Line Fastener, which is an all-steel and enameled article in that line which is suitable for awnings, yachts, etc. We give an illustration of this useful little article. As shown in the cut, it has a screw-eye attached, making it ready to screw up quickly on building or post. Line is quickly adjusted to and taken from the Fastener from the side, which saves drawing the whole line through the Fastener. Place line as shown in cut, and the harder the pull and strain



THE STAR CLOTHES LINE FASTENER.

on the main line the tighter it holds. All slack can be taken up quickly by drawing down on the loose end of the line. This Fastener presses the line against the wood at one end between the teeth, and also presses the teeth into the wood; thereby a firm and sure grip is secured, and doing away with all disagreeable features of tying and untying knots in the line. Put up 3 dozen in a box, 5 and 10 gross in a case. Will make a good 10-cent article, or 3 for 25 cents.

**THE C. I. F. COMPANY.**

The C. I. F. Co., export commission merchants, have moved their offices from 22 Pine Street to 32 Broadway, New York. This company claim to be the only one in the world having plans and methods for quoting C. I. F. prices on complete catalogues to all ports of the world. Their special effort is directed to selling mill and factory equipment, including building equipments and accessories, power generators, power transmission machinery and apparatus, stock-handling devices, engineering and designing apparatus, metal and wood-working machinery, mill supplies and allied lines.

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Mr. C. P. Blackiston has just resigned from the Crucible Steel Company of America, with which company he has been connected for the past eight years, to take a more active interest as president and general manager of the Pittsburgh Automatic Vise and Tool Co., of Pittsburgh, Pa. This move was necessitated by the great growth of the business of the Pittsburgh Automatic Vise and Tool Co. It will be recalled that this company are the manufacturers of the celebrated "Pittsburgh" Double and Single Swivel Vises, which are enjoying not only a large domestic trade but a foreign business, which extends to every part of the world. Mr. Blackiston was associated with the Crucible Steel Co. of America as one of their practical steel experts.



## OUR BRITISH LETTER.

(From our Special Correspondent.)

LONDON, May 10th, 1907.

### CONFERENCE MEETINGS.

The one absorbing topic among Hardwaremen during the past week has been the successful conference just held in Liverpool. It was a unique event, being practically a farewell meeting for winding up the affairs of the Ironmongers' Federated Association, which is now merged into the new body, the Ironmongers' Federated Association, Incorporated, which institution has received a Charter of Incorporation, giving it a legal status, and empowering the Council to act on behalf of its members. Liverpool, where this, the tenth conference since the inauguration of the association movement, was fitly held, is one of the principal maritime cities in the Empire. It is a city which can boast of many advantages, situated on the banks of the River Mersey, possessing miles of docks, and important landing stages; it is the principal port from which vessels sail across the Atlantic to the United States, bearing passengers and merchandise. The splendid Cunarders and other liners traverse the ocean with remarkable speed and bring the old country and the new into close touch. The business of the conference opened on Wednesday, May 8, the members and delegates being welcomed by the president. The first business, practically the winding-up of the older institution, was quickly completed, and the first general meeting of the new organization opened. The General Secretary's report contained in short paragraphs an account of the work accomplished during the past year, and reviewed the different Parliamentary matters which had been brought under the consideration of the Central Board, several important measures having been put forward and carried through largely due to the tact and energy of this association and kindred trading bodies. Such matters as price maintenance, the in-accord list and direct trading, to which reference has frequently been made in my letters, were passed in review, and cases quoted showing how they had been dealt with, and how many retarding influences which interfere with legitimate commerce have been checked. The forthcoming Ironmongery Exhibition in London, which is this year to be held under the auspices of the Association, was referred to, and it was intimated that a thoroughly successful event might be anticipated. The examination of assistants and the granting of certificates was also mentioned. Perhaps one of the most striking sentences in the Secretary's report was that referring to the benefits conferred upon ironmongers by the Association. He foreshadowed that, although in the past these benefits had been scattered broadcast for the benefit of the trade at large, possibly in the future some plans might be devised whereby a large portion of the benefits might be secured for the associated ironmongers only, and concluded his report by urging those still outside the association to throw in their lot with those pioneers who have done so much spade work on behalf of the ironmongery trade.

The honorary treasurer's report and balance sheet were satisfactory, and when the election of officers was proceeded with, the enthusiastic reception of the results announcing the re-election of the General Secretary showed his great popularity, as well as the popularity of other officers, several of whom were also re-elected. The new president for the year is Councillor Cowell, of Newcastle-on-Tyne, a very prominent ironmonger holding an assured position among Hardware traders in the North of England. He is a man of great ability, thorough knowledge of the trade and wide experience in public affairs, having given much time to the conduct of municipal concerns in his native town. The prospects of the Ironmongers' Federated Association, Incorporated, under his presidency are very bright, and from his stirring address given from the chair it is evident that he means business, and that he will not be content with the present status achieved, but will press forward, leaving no stone unturned to extend the association movement and to create an interest in it in the scattered districts of England, where the ironmongers have as yet taken but little notice of this strong federation which so far has worked well, and will doubtless in the future effect even greater reforms among both employers and employed. Indeed, the great salvation of the trade appears to lie in the education of the rising generation, and training up

a race of ironmongers far in advance of those who at present both literally and figuratively don the black apron behind Hardware counters. The annual banquet held at the Exchange Station Hotel, Liverpool, on the evening of the 8th inst., was a very grand affair; also the lunch given on Thursday, the 10th, by the Lancashire County Federation, one of the strongest branches of the I. F. A., I., Liverpool and district, being noted as producing some of the keenest supporters of the forward movement, Secretary Cookson, an energetic young man, taking the lead. The different subjects discussed at the conference on Thursday were chiefly those I have already alluded to as being mentioned in the Secretary's report. One of the most spirited debates of the conference was that connected with the wire netting list, in which G. L. Hodge, of Southport, advocated the adoption of a uniform retail netting list, based on that in vogue in several parts of the country. It is at present somewhat difficult to say how one uniform list can be applied to every district, there being a considerable difference in the amounts consumed and also in the competition met with from outside traders, some of whom take wire netting as an appropriate specialty to run at cutting prices. The coupon system of trading was adversely criticised, and resolutions passed upon the Owners' Risk Rate Bill and Patent Laws, in both of which matters there appears to be room for Parliamentary reform. Rather a lively discussion took place upon manufacturers' and makers' price lists, it being generally considered that some better method should be adopted by which catalogues might be rendered more suitable to show to customers. Councillor Theedam, of Dudley, strongly urged makers to publish catalogues with detachable names and addresses so that no loophole could be left for unscrupulous customers to secure the names and addresses of the actual makers, and so attempt to trade direct. A considerable portion of the time of the conference was given up to social matters. Indeed, the social element and the benefits of good comradeship secured by membership in the Association appears to be regarded among the most important achievements of the present day. But a few years ago ironmongers would pass one another on the same footpath without scarcely deigning to acknowledge a salute. Now, however, they will stop and shake hands, and even discuss local business matters. The terms of friendship now existing afford opportunities for the interchange of ideas and tend to secure for ironmongers, as a whole, a greater volume of business. On the last day of the conference a very pleasing diversion was made, a number of the members traveling by the overhead electric railway some distance along the Liverpool docks, and visiting the S. S. Etruria, one of the fine Cunarders which ply between Liverpool and New York. Southport, a few miles away, was then visited, the members partaking of the Lancashire hospitality accorded them by brethren in that fashionable seaside resort, bringing to a termination the most successful conference of Hardwaremen even held in this country.

### CARPET-SWEEPER COMPETITION.

For many years the Bissell carpet sweeper, under the agency of James L. Pollitt, has held undoubted sway in this country, and, although there are a number of manufacturers of sweepers, with perhaps one exception, they have not counted much in the volume of competition the Bissell sweepers have experienced. Developments have, however, shown that the Bissell sweepers are no longer to be left in sole possession of the field. James L. Pollitt's severance from the Bissell Co., a few months ago, caused much talk among retailers and was freely commented upon, it being generally thought that Pollitt and sweepers could not long remain separated. The result of the negotiations referred to is that "Ewbank" sweepers, manufactured in this country by Entwisle & Kenyon, the machine which has given the Bissell agents no little trouble in the past, is to be marketed in future by the ex-Bissell agent, and doubtless Markt & Co., who are now the agents for the Bissell Co. in this country, will find much opposition in retaining their hold upon the British public. But still, Markt & Co. have had a wide experience in the sale of Bissell sweepers, and have long handled them on the Continent of Europe. They will doubtless be found in good fighting form on behalf of the American manufacturers, and it will be interesting to note the advance or decline of these popular domestic accessories in British markets in the future.



## FREIGHT AND POSTAGE RATES.

Freight and postage rates between different commercial countries are being freely discussed all over the world, and first one concession is made and then another, all tending to the universal cheapened postage which will doubtless come in the near future. One of the most important alterations made during the past few weeks has been the improved conditions of transmission of newspapers, magazines, and trade journals for dispatch from this country to Canada; the rate has been reduced to 1d. (two cents) per pound, but packets not exceeding two ounces in weight will be transmissible for one half-penny. The new conditions came into operation on the first of the present month, and the cheapened rate of inter-Europe postage should be noted by American manufacturers, as it is evident that every additional facility granted between the Dominion and the Mother Country tends to increase commercial transactions, to facilitate inquiries, and to afford merchants and manufacturers easier and cheaper methods of conveying trade information to that country. Just now freight questions, both from ports on the seaboard, and inland freights and railway rates, are receiving much consideration; the keen competition felt in this country in consequence of the constant activity of American makers and merchants, as well as German and other manufacturers, arouses John Bull, and makes him begin to enquire whether he is not being too heavily handicapped by transmission charges at home. The Owners' Risk rate, which admits of heavy goods being conveyed at lower prices, is welcomed, but when losses, through accident or carelessness which cannot be proven, occur, the monetary loss to manufacturers and merchants is very heavy. An equalization of rates is one of the matters which must be grappled with in the near future, and all these matters which tend to alter or improve freight charges in this country militate against the interests of American merchants and manufacturers.

## THE HARDWARE TRADE AND CYCLE SUPPLIES.

Doubtless your readers are keenly alive to all that is going on in Great Britain and other countries with which they trade, and will be interested in anything which may give them a clue to the direction in which their attention should be turned. Many English merchants are shipping American cycle accessories in large quantities and the business in such goods is likely to be extended, especially among retailers of Hardware, so many of whom are now entering heart and soul into the cycle business. This may serve to show some of our readers that such accessories, especially light tools and implements which not only save labor but are economical in weight and carriage, are welcomed. The motorist, too, is keenly on the lookout for improved appliances to place in his kit, and motor cars are seen in every highway, and breakdowns are by no means infrequent. This fact alone appears to be giving encouragement to ironmongers to extend their sales in motor supplies and to prepare for emergency cases. Some of the best outfits upon the market, as well as the leading makes of bells, gongs, and other sundries, are produced by American labor and are the outcome of American capital. This should be encouraging to those manufacturers in the States who have direct agencies in this country. In my next letter I hope to refer to some of the different branches connected with the agricultural implement trade, as the season is now approaching when this branch of Hardware will monopolize much of the attention of country traders, and as you are well aware, American hay-harvesting tools and machinery, as well as many other farm implements, are the products of the States, and although many English makers closely follow American lines, the demand for implements and tools which have crossed the Atlantic is by no means lessened.

## TIN PROCESSES.

A short glossary of terms relating to processes and often heard in the tinshop:

**BEADING.**—A process usually performed in a hand-machine whereby a corrugation is formed in a sheet with a view of stiffening it, or of relieving what might otherwise be considered a too plain surface.

**FLATTENING.**—A hammering process intended to relieve any part of a sheet which, because it is in tension, causes more or less buckling of the whole.

**FLUX.**—A preparation which may be in powder, paste, or liquid form for keeping clean the surfaces of metals during soldering.

**GROOVING.**—The closing tight or flattening of folded seams in such articles as the bodies of cans, boxes, etc. made from metal. Done in a machine.

**KILLED SPIRIT.**—The common soldering flux made by dissolving zinc clippings in hydrochloric acid, *i. e.*, chloride of zinc.

**PLANISHING.**—Closing the surface grain of metal by hammering, and so hardening it. Chiefly applied to copper. The supporting surface is usually highly polished as also is the hammer face.

**RAISING.**—The process whereby a flat sheet is made to assume cuplike or other hollow shapes by hammering with the pane of a suitable hammer on a hard wood block or metal anvil in which sumps have been formed.

**RETINNING.**—Usually applied to all the processes of cleaning and re-coating copper vessels from which the tin is worn off by use.

**SEAMING.**—The joining before soldering of two or more edges by folding, lapping, or grooving.

**SOLDERING.**—The process of uniting the surfaces of two metals by means of a film of molten metal or alloy.

**SPINNING.**—Circular raising is called spinning when done in a lathe, the metal-plate being held in a chuck with a hollowed back into which the metal is compelled to bed itself as it is revolved, pressure being brought on the face by means of simple hand-tools known as burnishers which are held against a rest. This operation involves the stretching of the metal. Used chiefly with copper and brass which have to be annealed, Britannia metal and German silver, but some tin goods are spun.

**SPIRITS OF SALT.**—Hydrochloric acid or, as it is sometimes called, muriatic acid. Used for fluxing.

**STAMPING.**—A machine process whereby articles are pressed by a single sharp blow or pressure exerted continuously and slowly from the sheet metal or blanks previously cut from the sheet.

**WIRING.**—The stiffening of edges and rims by the insertion of a wire over which the sheet metal is closed. The machine, by means of which the work is done, is known as a burring-machine or jenny.

**TINNING.**—The coating of a metal surface with pure tin in a molten state. The object desired is to obviate oxidation, and in the case of copper culinary vessels to render the interior suitable for the reception of food which has to be cooked.

## MONEY SPENT FOR ALCOHOLIC DRINKS IN 1906.

For a number of years past the *American Grocer* has made it a practice to compile data regarding the volume of money annually spent in the United States for alcoholic drinks and non-alcoholic stimulants, the aggregate being known as the nation's drink bill. This bill, especially the alcoholic part of it, is a heavy one; it has always been so, and it grows year after year. These facts are forcibly brought to one's mind when it is stated that in 1899 the country's alcoholic drink bill was \$973,589,080, whereas in 1906 the retail cost of alcoholic stimulants was \$1,450,855,448, the gain in the eight-year period being 49 per cent. This total of nearly a billion and a half dollars represents an increase of \$125,416,000 over the figures for 1905, and of \$173,000,000 over the returns for 1904; and according to our contemporary, it is considerably in excess of the sum appropriated by the Fifty-eighth Congress for the divers branches of the government; it is one-fifth the total value of all of the farm products of the nation; it is double the value of the wheat crop and also twice that of the cotton crop. In 1897 the per capita consumption of alcoholic drinks was 16.49 gallons, while in 1906 it was 22.27 gallons, the ratio of gain for the decade being 34 per cent. Beer is the national alcoholic drink, the per capita consumption in 1906 being 20.20 gallons, or a total of 1,699,985,642 gallons. That total indicates that consumption has increased 59 per cent., or 630,000,000 gallons, in ten years, and it also means, according to the computations of our authority, that the consumption of beer in 1906 for the first time exceeded the consumption of coffee, which was consumed to the extent of 1,609,452,000 gallons. The consumption of whiskey in 1906 is placed at 1.51 gallons per capita, which compares with 1.02 gallons in 1897. We were speaking of alcoholic drinks only, but if we include non-alcoholic drinks, such as coffee, tea and cocoa, the total drink bill, so called, amounted in 1906 to \$1,667,083,610, the gain over 1905 being \$121,000,000, and \$169,000,000 over 1904.—*Bradstreets*.



Madge—He stole a kiss from me.

Mabel—Well, that was only petit larceny.

Madge—It wasn't—it was grand.

## BREAK! BREAK! BREAK!

Mistress—Now, Sarah, I want you to be very careful about breaking this vase. It cost a great deal of money, and I would hate to have it carelessly broken the first thing.

Sarah (three days later)—There's your vase, ma'am, and I couldn't have broken it more carefully if I had tried for a month.



# CYCLONE



## EGG BEATER

CREAM WHIPPER AND MAYONNAISE MIXER

Beats eggs perfectly in  
**15 SECONDS**

Other things in quarter the time usually employed.

See the perforated flanges, patented foot rest, long handle, perfect bearings and convenient grip.

The best egg beater from every standpoint. It is only one of the celebrated quick-selling HARDWARE SPECIALTIES of the

**BROWNE LINE FROM KINGSTON**

Can Openers, Tape Lines, Tack Hammers and Pullers, Ice Picks, etc.

Send for Sample Egg Beater and Catalog.

**W. G. BROWNE MFG. CO.**  
Kingston, N. Y.




ONE PIECE STEEL HANDLE.  
HARDENED STEEL HEAD  
REINFORCED BLADE CANNOT BREAK

THE HAMMER-HEAD WHICH CANNOT FLY OFF

## NEW HOME WASHER, No. 60

### Ball Bearing



**Large Capacity**

**Easy Running**

**Fast Washing**

**A Wonder Worker and Labor Saver on Wash-day**

**PATENTED**

The price will interest you Mr. Jobber.

**THE STANDARD MFG. CO.,  
SHELBY, O.**

#### ANNISTON STOVE WORKS.

Judge J. C. Wilson and his sons, who recently purchased the plant of the Anniston Stove Works, Anniston, Ala., are energetically working to place the big shop in a working condition. They are fully confident that the place will be ready for operation in a very short time. They have purchased a lot of new machinery and patterns which have nearly all been installed and are rapidly being placed in working order. The plant will turn out stoves and ranges of modern and very attractive patterns. When everything is in readiness they expect to have a kind of opening day and give away interesting souvenirs on the occasion.

#### MONITOR STOVE AND RANGE COMPANY WILL SPEND \$22,000.

A building permit was taken out this month by the Monitor Stove and Range Company, Cincinnati, for the erection of a two-story brick building for manufacturing purposes in Gest street, between Berlin Street and the C., H. & D. Railway, to cost \$22,000. Also a permit for another building to cost \$5,000. The Monitor Stove and Range Company was incorporated recently and absorbed the well-known firm of William Resor & Co. The factory of the latter firm adjoins the tract upon which the new buildings will be erected. Other structures will follow in the near future, as a large plot of ground is now held, giving plenty of room. Harry Hake has charge of the plans. The officers of the company are: W. H. Schmidlapp, president; E. W. Hake, vice-president and general manager; I. B. Resor, secretary and treasurer and J. W. Dupuy, superintendent.

#### SPLENDID ORDERS FOR SUMMER AND FALL.

About the only thing that is worrying the stove manufacturers in Nashville, Tenn., this summer is how to turn out enough stoves to meet the demand for the coming Fall and Winter. The salesmen through Arkansas, Texas, Louisiana and all the South are sending in splendid orders for Summer and Fall delivery, and the plants will have to work night and day.

The recent advance of five per cent. on stoves seems to have brought a heavier demand for both cooking stoves and heaters. The three local factories have been unable to catch up with their orders this year and the field men are sending in Fall orders, that now promise to keep all the foundries working on full time throughout the year.

#### NO COOKING STOVES IN SCOTLAND.

The American cooking stove has not yet found its way to Scotland, where cooking is still done over an open grate fire.

#### CONTRACT AWARDED.

The Reading Stove Works, Reading, Pa., has awarded the contract for the erection of a five-story warehouse and three large foundry buildings. The warehouse will be fire-proof, of brick, 50x60 feet in dimensions. Each of the foundries will be one-story high, of brick, 40x120 feet.

#### LATTIMER-WILLIAMS MFG. CO.

The Lattimer-Williams Manufacturing Co., Columbus, Ohio, has now completed the large addition to its plant on West Spring Street. The addition, when fully equipped and manned, will almost double the output of the company, which manufactures stoves of all kinds. The foundry was formerly that of the C. S. Reynolds company and it was within the walls of the penitentiary. Later the Pioneer Stove Co. was organized to finish the prison contract. More recently the Lattimer-Williams Mfg. Co. was formed and the present plant constructed. The concern employs about 125 men.

#### PROPOSED PAINT LEGISLATION.

At a meeting of representatives of the International Association of Master House Painters and Decorators of the United States and Canada, the Paint Manufacturers' Association of the United States, and the National Paint, Oil and Varnish Association, held in Philadelphia, May 9, legislation which is designed to regulate the sale of Paints, Oils and Turpentine was agreed upon. The purpose of the legislation is to afford the consumer adequate protection from misrepresentation and fraud, without bearing unjustly upon manufacturers and handlers of these products. It is proposed that such a bill shall be introduced into the legislatures of the several States, and into Congress when it is deemed expedient.

The bill provides that whoever shall expose for sale or sell any Paint, Turpentine or Linseed Oil which is labeled or marked in any manner as to tend to deceive the purchaser as to its nature or composition, or which is not accurately labeled, according to the laws that shall be enacted, shall be guilty of a misdemeanor, and for each offense shall, upon conviction, be punished by fine or imprisonment.



## REVIEW OF THE MARKETS

**WIRE NAILS:** The demand is not so insistent of late, and when comparison is made with the month previous, steel is easier to obtain and the prospect for more immediate deliveries is probable in the early future. But at present prompt deliveries command for small orders a slight premium. Stocks are by no means heavy in the hands of jobbers. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days or 2 per cent. discount for cash in 10 days:

|                                 |        |
|---------------------------------|--------|
| Carloads to jobbers .....       | \$2.00 |
| Carload lots to retailers ..... | 2.05   |

*New York.*—The local business seems to have been affected and made irregular by the peculiar weather, which has been our portion during the last two weeks especially. With the advent of steady, warm conditions, a greater demand will undoubtedly be had, which is now governed by smaller quantities. Jobbers' quotations in New York are as follows:

|                                      |        |
|--------------------------------------|--------|
| To retailers, carloads on dock ..... | \$2.19 |
| Less than carloads on dock .....     | 2.33   |
| Small lots at store .....            | 2.30   |

**CUT NAILS:** Some mills are reported as having enough orders ahead on their books so that new business cannot be entertained until after June 1, while others are easing up a little on deliveries, and getting stock ahead in a limited degree. Quotations are as follows, f.o.b. Pittsburgh:

|                                       |        |
|---------------------------------------|--------|
| Carload lots to jobbers .....         | \$2.05 |
| Less than carloads to jobbers .....   | 2.10   |
| Less than carloads to retailers ..... | 2.20   |

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

*New York.*—Jobbers' stocks of Nails locally have not been in a good assorted condition for some time, owing to slow deliveries of some sizes. Business is reported in fair demand with this exception. New York Jobbers' quotations are on the basis of \$2.30 for small lots from store.

**BARB WIRE:** After having had a good season in which large deliveries were distributed, it is now growing less strenuous for new business, while specifications on contracts continue in great shape. The market is held firmly, and quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                                         | Painted. | Galvanized. |
|-----------------------------------------|----------|-------------|
| Jobbers, carload lots .....             | \$2.15   | \$2.45      |
| Retailers, carload lots .....           | 2.20     | 2.50        |
| Retailers, less than carload lots ..... | 2.30     | 2.60        |

**SMOOTH FENCE WIRE:** Fencing manufacturers keep quite busy and appear to be doing an excellent business, so that an active demand exists, which is supplied more readily than has been the custom of late. The season is holding out well, though a lessened demand shows that it will soon be on the wane. The market is firm and quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                           |        |
|---------------------------|--------|
| Jobbers, carloads .....   | \$1.85 |
| Retailers, carloads ..... | 1.90   |

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

**STRAP AND T-HINGES AND BUTTS:** The manufacturers of Strap and T-Hinges and Butts have issued new discount sheets under date of May 20. No change was made in the base discounts on Butts, but an advance in Hinges is announced amounting to about 10 per cent. The following are the new base discounts, on which extras of from 10 to 10 and 10 per cent. are obtainable, as heretofore:

|                                       | Discount.   |
|---------------------------------------|-------------|
| Light Strap Hinges .....              | .50 and 10% |
| Heavy Strap Hinges .....              | .60 and 5%  |
| Light T-Hinges .....                  | .50%        |
| Heavy T-Hinges .....                  | .40%        |
| Extra Heavy T-Hinges .....            | .50 and 10% |
| Hinge Hasps .....                     | .33 1/3%    |
| Corrugated Heavy Strap Hinges .....   | .60 and 5%  |
| Corrugated Extra Heavy T-Hinges ..... | .50 and 10% |

**REVOLVERS:** An advance of 50 cents each on Automatic and Hammerless Revolvers was recently made by the associated manufacturers, making the established price on the Automatic Revolvers \$4 and on the Hammerless \$4.50.

**BINDER TWINE:** The following prices fairly represent the

market, Eastern f.o.b. delivery, with one-fourth cent less in carload lots:

|                        | Cents per Pound. |
|------------------------|------------------|
| Sisal .....            | 9 1/4 to 9 1/2   |
| Standard .....         | 9 1/4 to 9 1/2   |
| Standard Manila .....  | 10 7/8           |
| Manila (600 ft.) ..... | 12               |
| Pure Manila .....      | 13 3/4 to 14     |

**ROPE:** The following prices may be said to represent the market:

|                                    | Cents per Pound. |
|------------------------------------|------------------|
| Pure Manila, 7-16 and larger ..... | 13 1/4 to 13 1/2 |
| B Quality Manila .....             | 12 1/4 to 12 1/2 |
| Pure Sisal, 7-16 and larger .....  | 9 1/4            |
| No. 2 Sisal, 7-16 and larger ..... | 8 1/2 to 8 3/4   |
| No. 1 Jute, 1/4 and larger .....   | 9 to 9 1/2       |
| No. 2 Jute, 1/4 and larger .....   | 8 1/2 to 9       |
| Less 1/4 cent to the large trade.  |                  |

**LINSEED OIL:** The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

|                                      |                      |
|--------------------------------------|----------------------|
| In lots of less than 5 barrels ..... | 45 cents per gallon. |
| In lots of 5 barrels or more .....   | 44 cents per gallon. |

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

|                                                                |                       |
|----------------------------------------------------------------|-----------------------|
| Double Boiled Linseed Oil, 2 cents per gallon higher than raw. |                       |
| Regular Boiled Linseed Oil, 1 cent per gallon higher than raw. |                       |
| Calcutta Oil .....                                             | .70 cents per gallon. |

### THE CLEVELAND TRADE.

The success of many new ventures, in starting a competitive store, has been promoted by the unwise action of the resident merchants. There is no better test of business sense than one's action under these conditions. What one says to injure a competitor reveals himself. There is an innate sense of justice that prevents profit to meanness. The purpose of speaking ill of a competitor is so apparent, that good sense should prevent it. Another method to injure a competitor is in quoting a cut price to one known to have given his order for the goods. This is in keeping with the spirit of competition that regards injury to a competitor equivalent to one's own success. We are learning that money gained by unscrupulous methods does not always enrich its possessor. The devil may be quicker, as Ingersoll said, but he has not the staying qualities.

April has been a record month for business, and as the market for raw material seems strengthening, appearance of a run-away market is taking the place of a fear of decline. It is not entirely certain that the strain of continued prosperity is safe. Some people think that a little adversity would be wholesome, but the increased ethical ideals accompanying prosperity should prevent that necessity. Under the new theology, punishment is only justified as a reformatory measure, and the avenues through which illumination comes do not seem to be obstructed by our blessings.

We may be wrong, but out West we feel that providence favors the present administration, and will withhold adversity to give it a chance. This may be mixing politics and business, but to keep them both "in tune with the infinite" aids in determining comparative values.

Manufacturers are doing a little better, and the cold weather of April softened the persistence for immediate shipment. May is showing up well; there will not be a crop failure. The injury in some sections will not seriously affect the condition of the country. If June and July furnish a little rest, it will permit preparation for Fall activity. 1908 being Presidential Election year, business may be affected. The general expectation of that, will do more to produce it than the event itself, and the tired feeling produced, by extreme activity, may work in its favor.

Some one has recently said that the late loss in Wall Street equals the cost of the Civil War, but it is like a loss in swapping horses, one loses and the other gains, and both horses are left. The compensation for loss in the war was more adequate than it was in Wall Street, unless punishment promotes reformation. If Lawson's story be true, providence has a harder job than he had in Sodom and Gomorrah.

THE LOCKWOOD-TAYLOR HARDWARE CO.,  
C. B. LOCKWOOD, Pres.



# FILES AND RASPS

Our policy of using the finest steel, tempered and cut according to the best methods known in modern practice has been the paramount factor in building the

**LARGEST FILE BUSINESS IN THE WORLD.**

**NICHOLSON FILE COMPANY.**  
**PROVIDENCE, R. I., U. S. A.**

## THE SAGINAW TRADE.

The weather the last few weeks has been the most changeable and of the greatest extremes that we ever remember of having in this locality. One day it is warm enough for Summer clothes and the next day you require furnace fires and Winter overcoats. This unseasonable weather has delayed planting, and if we do not have a long warm Fall there will not be time enough to give the crops a chance to mature. Trade has been about as variable as the weather—warm days, lots of business, and cold days not as much. On account of the scarcity of hickory the lumber tool factories of this locality are having a hard time to fill their orders. In fact, lumber is getting so scarce and high that furnishing boxes free to the customer makes quite an inroad into the profit. The Rainier Company's automobile works are nearing completion and they are going to have a fine plant. Collections are not as good as they ought to be, which is attributed to the country merchants not being able to sell as freely as they should on account of the disagreeable, changeable weather.

MORLEY BROTHERS.

## THE ST. PAUL TRADE.

With all other sections of our country we have been suffering through unseasonable weather, but now have overcome all weather troubles and are having beautiful Spring weather. Reports of failure of wheat crops are premature, while seeding is later than usual, still there is plenty of time for a good crop, so we believe that the cry of a short crop is the desire of speculators to make a speculator's market. As far North as the Canadian line we believe eighty per cent. has been seeded and is looking fine. On the other twenty per cent. there is plenty of time to sow wheat, or, if not, then flax or barley will make a profitable crop. Business is certainly fine, exceeding all previous years. We have a difficulty of keeping our stock up on certain lines, due to slow shipments by factories, and yet these cases are few and, while aggravating, do not affect our business to any great extent. We believe our prosperity will continue until some upheaval occurs and still advise buying liberally and getting goods in early. HACKETT, WALTHER, GATES HARDWARE CO.,

T. G. WALTHER, Vice-President.

## THE DULUTH TRADE.

The spring has been very backward in the territory tributary to Duluth, and, from all reports, we do not seem to be any exception to the balance of the country. However, the last five days, there has been a great change in the weather, and seeding in Minnesota is practically completed and eighty-five per cent. is done in North Dakota. Mail orders are coming in quite freely and salesmen report that prospects, while they have been somewhat discouraging, are bright for future trade, and we have

reason to believe the demand will be ahead of last year. Our sales for the first fifteen days of May have been very satisfactory, and future business which we have in our file is larger in extent than the amount we had booked in 1906.

KELLEY-HOW-THOMSON CO.

## INDUSTRIAL IMPORTANCE OF DULUTH.

Duluth has always laid claim to a superior position as an industrial and shipping center, so it is with interest that we read the following. "In Duluth building is going ahead rapidly," says the *Duluth Herald*, "the number of permits showing an increase of eighteen per cent. over the previous year, and the estimated cost shows an increase of sixty-six per cent. This is exclusive of large enterprises going on just outside of the city limits. Additional enterprises are projected that will swell the rate of progress. Among these is a \$7,000,000 plant to be established by the United States Steel Corporation, which it is estimated will add 10,000 to the city's population. Four additional railroad lines are heading for the city. Duluth claims to have the greatest coal docks in the world, and it needs them, as the total receipts last year were 5,358,293 tons. It is a great center of white-pine lumber production, a leading market for wheat, and is the chief flax-seed market of the world. With vast mining, forest and agricultural resources to draw upon in the country around it, and standing at the head of the navigation of the Great Lakes, Duluth has solid ground for its present prosperity and an assured basis of continuous growth."

## NATIONAL ASSOCIATION OF STOVE MANUFACTURERS.

At the thirty-sixth annual session of the National Association of Stove Manufacturers, which was held at the new Hotel Astor, New York, on Wednesday, May 8, the following officers were elected for the ensuing year:

PRESIDENT—W. G. Henry, Chicago, Ill.

VICE-PRESIDENT—William J. Myers, New York, N. Y.; Abram C. Mott, Philadelphia, Pa.

TREASURER—T. Darl Buckwalter, Royersford, Pa.

GENERAL SECRETARY—Thomas J. Hogan, Chicago, Ill.

COMMISSIONER OF NATIONAL ASSOCIATION—E. C. Hanrahan, Chicago, Ill.

BOARD OF MANAGERS—Ralph S. Buck, St. Louis, Mo.; E. W. Anthony, Boston, Mass.; Charles A. DuCharme, Detroit, Mich.; Edward Bowditch, Albany, N. Y.; N. H. Burt, Leavenworth, Kan.

E. C. Atkins & Co., Indianapolis, Ind., whose Chicago branch at 38 South Canal Street was recently destroyed by fire, have opened offices at 75-77 Market Street, where they are in excellent position to take care of orders.

**IMPROVED  
CARPENTERS'  
TOOLS**

STANLEY RULE  
&  
LEVEL CO.

A TOOL THAT'S STAMPED

# STANLEY

IS THE BEST OF ITS KIND

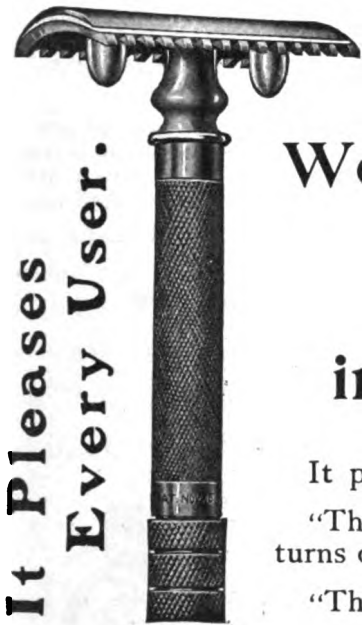
**SOLD BY ALL  
HARDWARE  
DEALERS**

NEW BRITAIN,  
CONN., U. S. A.



# Gillette Safety Razor

NO STROPPING NO HONING



**It Pleases  
Every User.**

**The Most  
Wonderful Selling  
Razor  
in the World**



It pleases every customer, who in turn brings a new customer.

"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

**12 BLADES, 24 SHARP EDGES,**  
Every blade will give from 20 to 40 close, smooth,  
comfortable shaves.

Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

Quadruple gold-plated set with 12 blades and monogram \$12.00.

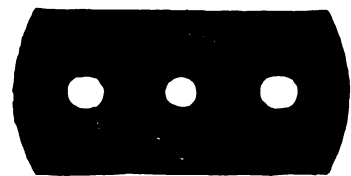
Standard combination set with shaving brush and soap in triple  
silver-plated holders \$7.50.

Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10  
blades with 20 sharp  
edges, for sale by all  
dealers, at the uniform  
price of 50 cents.

**Sold by Leading Drug, Cut-  
lery and Hardware Dealers.**



***We Supply all Dealers with Signs and Booklets.***

Write us for facts, and for terms.

**GILLETTE SALES COMPANY,**

**Times Building,**

**New York City**





## AUTOMOBILE SUNDRIES RECORD

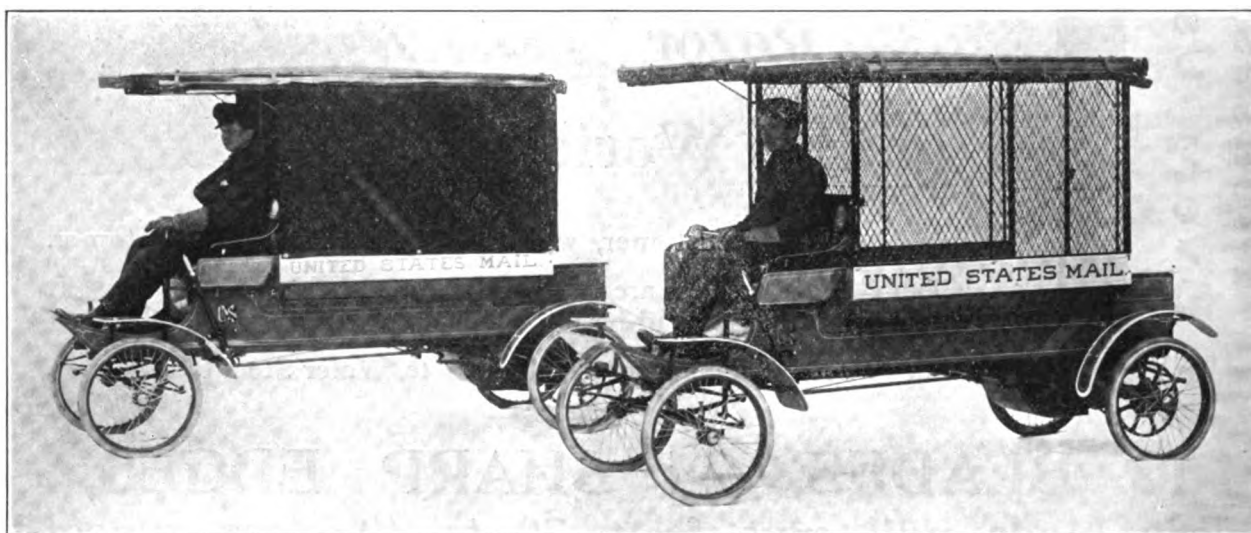
### "ORIENT" 8-HP SERVICE CAR.

Waltham Mfg. Co., Waltham, Mass., have built for the Post-Office Department, for use at the Jamestown Exposition, the 8-HP Postal Service Cars shown in the accompanying illustration.

During June and July of 1906 the United States Post-Office Department conducted some very comprehensive tests of the Orient Friction-Drive Buckboard as adapted to the rural free delivery service, two cars being employed in the tests which were conducted over some of the worst routes that could be found in Maryland, Virginia and the District of Columbia. The cars came through with a perfect record, not a single stop being made for repairs or adjustments, nor were any adjustments made at the garages between the tests. The Government had a very competent official in charge of the tests as an observer, and his

William A. Barr, Assistant Representative of the Post-Office Department at the Jamestown Exposition, who is also the Post-Office Inspector, is in charge of this motor car service and both cars will participate in the test of automobiles adapted for the mail service which will be conducted during the summer, under the supervision of Gen. Frederick D. Grant. It is worthy of comment that Mr. Barr is the Government official who was in charge of the R. F. D. tests last year, and he is probably responsible for the selection of these two cars for service at the Exposition.

It is also worthy of note that a 4-HP Runabout sent to the Exposition for use in their Post-Office Department Exhibit was placed into temporary mail service between April 1 and April 25, conveying many tons of mail pouches over almost impassable



"ORIENT" 8-H. P. SERVICE CAR.

report was of such a satisfactory nature that the prohibition was removed against R. F. D. carriers using motor vehicles on their routes, it having been previously considered that they were unreliable and could not serve a route with regularity. While the use of any type of motorcycle or motor car was permitted thereafter, the Buckboard was recommended on account of its light weight, small cost and flexibility of control by means of the friction transmission, as probably the most desirable for use by the mail carriers, who work on very small salaries.

As a result of these successful tests the Post-Office Department has since then taken a great deal of interest in motor vehicles and their adaptability to service in the various departments of the postal service. Of their own initiative, they requested recently the loan of a Single-cylinder Buckboard Runabout, complete with top and lamps, such as were used in the Government tests, and this car they are to-day showing in their own exhibit at the Jamestown Ter-Centennial Exposition at Norfolk, Va. In their exhibits they show the various types of vehicles and modes of conveyance which have been used in the R. F. D. service since their inauguration and the Buckboard takes a prominent position as the very latest and ideal method of delivering mail on country routes.

The Department went even further and ordered two of the 8-HP Service Cars built up into the regulation screened wagons used in the cities for the conveyance of mail pouches. These two cars are for the use of the Exposition Post Office, located in the Government Building, at the Jamestown Exposition. One car is required to make nine round trips per day between the Exposition Post Office and the Norfolk Post Office, representing a total distance of about 90 miles per day. The second car operates between the Exposition Post Office and the steamship docks at Pine Beach, in addition to which it distributes the special pouches among the different buildings at the grounds. This second car will negotiate about 50 miles per day.

A permanent garage has been erected on the ground by the Post-Office Department for the accommodation of these two cars, and by means of their use the electric car service between Norfolk and the terminal at the Exposition grounds has been abandoned.

roads between the Exposition Post Office and the electric terminal at Pine Beach, a distance of about five miles. There were practically no roads in existence at that time and what there were were in the course of construction, and the weather during April being abominable, it can be imagined that the little car in question, heavily loaded with mail sacks, had an almost impossible task to perform, but Mr. Barr has reported it went through it successfully and the car was placed in their exhibit on April 25 with a placard on it that it had performed the temporary service against almost unsurmountable obstacles.

### IMPROVEMENT NEEDED IN IGNITION DEVICES.

BY ELMER G. WILLYOUNG.

So rapid has been the development of the automobile industry that few manufacturers have been able to give sufficient time to the perfection of ignition, speed and distance-measuring devices. They have been so busy improving and refining the purely structural features of their product and turning it out in quantity equal to the demand that they have been able to give only scant attention to anything aside from the absolute essentials of a reliable car. That these related appurtenances prove as satisfactory as they do is, therefore, worthy of note.

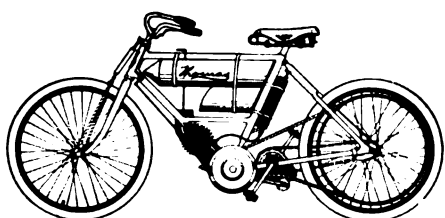
Great improvement can undoubtedly be made in ignition apparatus. Electric ignition has come to stay, but if we examine the electric arrangements actually used we will find that there has been little, if any, real improvement on crude devices which were known and used long before the automobile was thought of. What is needed is an exact study of the various functions involved in a successful ignition.

There is very little known, for example, as to the rate of propagation of combustion in the explosive mixture after the initial spark has taken effect. The relation of the amount of energy developed at the spark to the rate of flame propagation in the gas, is also a mooted point, despite recent authoritative statements to the effect that there is no relation, and must remain so until every phase of operation has repeatedly, in actual

(Continued on page 34.)



## NEXT TO FLYING



## THOMAS AUTO-BI

Model No. 45

PRICE \$175.00

HAS IT OCCURRED TO YOU that the Thomas Auto-Bi agency will increase your profits? 100 miles for 20c. 4 to 40 miles per hour by simply turning the grip. It's so simple a boy can run it. As a hill climber it is unexcelled.

Better ORDER A SAMPLE MACHINE NOW.

Write for catalogue and terms.

**The Thomas Auto-Bi Company,**  
1400 Niagara St., Buffalo, N. Y.

**"SOOT-PROOF"****SPARK PLUG**

The best selling Plug on the market.  
Does not deteriorate and cannot short-circuit.  
It's life is practically unlimited.

**IT  
IS 'A  
TRADE  
BUILDER**

It is reliable  
and gives  
satisfaction  
in every  
instance.

The Plug of  
all Plugs.

Retails for  
\$1.00.

Send for  
discounts.



The Hardware and Auto Sundries Dealer should sell this Plug because it has so many easily understood points of value, and is so worthy of recommendation.

**C. A. MEZGER  
INC.**  
Manufacturers  
40 W. 60th St.  
N. Y. City

National Sales  
Corporation  
Factory Sales  
Managers  
296 Broadway  
N. Y. City

*There's BEAUTY as well as STRENGTH in the*  
**MOSSBERG WRENCH**

**For Auto and Machine Use**

**Quality and Finish Developed to the Highest Notch**  
**A Wrench you can depend upon**  
**Each one guaranteed**

**Nickel or Mottled Finish**      **Sizes 5 to 10 inch**

**CATALOG FREE**

**Better send for Sample and Prices**



**FRANK MOSSBERG CO.**  
ATTLEBORO, MASS.



## AUTOMOBILE SUNDRIES RECORD

(Continued from page 32.)

experiment, led to the same invariable conclusion. Thorough scientific study of these points in the laboratory where each condition can be noted, controlled and varied at will, must unquestionably lead to a greater efficiency, simplicity and ease of operation.

At present we have four basic modes of ignition, viz., the "make-and-break" coil, operated by battery; the "jump-spark" coil, operated by battery or dynamo; the "low tension" or "make-and-break" magneto, and the "jump spark" or "high-tension" magneto. There is also the "jump-spark" battery outfit, with single contact substituted for trembler, but this may be considered as a modification of the ordinary "jump-spark" battery idea.

Theoretically, the "high-tension" magneto seems to have larger promise than the "trembler" coil battery, as the magneto is a positive mechanical device which suffers only mechanical deterioration, and that only as it is poorly constructed, while the battery is continuously depreciating, whether in use or not; the coil "trembler," also, is necessarily a fragile device, working under the worst possible mechanical conditions, operating at all only within very small limits of current change, subject to harmful and wasteful burning of contact points and undergoing a continuous change of elasticity which cannot but react upon the motor and produce variations in its efficiency and power.

Again, comparing the high tension and low-tension magneto, the latter ("make and break") seems to promise better, as the Ultima Thule of ignition than does the former ("jump spark.") In the high-tension magneto we have a transformation of mechanical energy into electric energy, thence to magnetic energy, thence to electric energy again in the secondary, and finally the spark in the plug; exact tests show that at least ninety per cent. of the power originally furnished the magneto is lost in these various transformations. There is, also, much added mechanical and electrical complexity and delicacy in the high-tension magneto as compared with the low-tension machine.

In practice, also, it is a fact that the low-tension magneto invariably gives more power and requires less shifting of the spark than the "jump-spark" magneto, and very much more power and less shifting of the spark than the "jump-spark" battery. The great objection to any magneto is perhaps the fact that a fairly considerable rate of speed is necessary before sufficient energy is generated to produce a spark sufficient to explode the mixture, thus requiring strength at the crank; and, of course, it is quite impossible to start the motor from rest with a charge in the cylinder, as may be done with a coil battery outfit.

Every automobile should, of course, be supplied with a good odometer and speedometer. There is, further, it seems to me, a need for an instrument which will give a permanent record of the speed. Such a device would be effective in case any question as to violation of speed laws arose; it would also be useful to the owner as a protection against any unauthorized use of his machine. Such a recording device should, of course, be locked so that it could not be tampered with, and must be of positive type, that is, dependent upon a uniformly continuous movement, and the wheel rotation of the car, not upon centrifugal, electric or magnetic forces or upon springs, as all these elements are variable and may not be absolutely relied upon.—*New York Herald.*

### COATES' FLEXIBLE BUFFING OUTFIT.

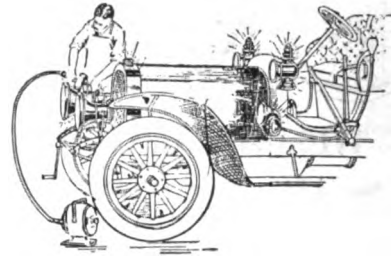
Coates Clipper Mfg. Co., Worcester, Mass., are the manufacturers of one of the most complete electrically-driven outfits that can be used with several appliances and be the means of



COATES' FLEXIBLE BUFFING OUTFIT.

accomplishing more work in a garage than would be possible to do outside of an automobile factory under any other circum-

stances or conditions. We present several small illustrations that will convey some idea of its possibilities and mode of application. For brass burnishing on automobile trimmings, chande-

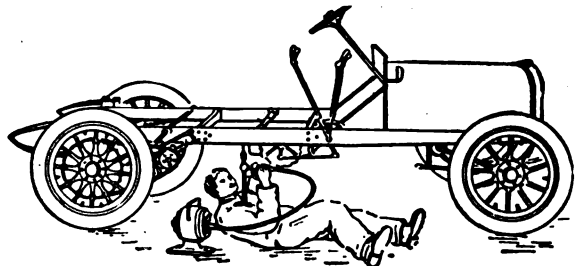


BURNISHING BRASS WORK.

lier work, brass beds, yachts, bar trimmings, brass show signs, brass grilles, etc., there is nothing that will do the work so well or so quickly as a small buff, running at high speed on the end of a flexible shaft. It makes mirrors of all brass work, and it burnishes, not scratches. The same outfit may be used for light grinding, and if customer will specify the clutch sleeve at the end, the same outfit may be used for drilling. By the use of the electrically-driven multiplier, a speed of 21,000 revolutions may be obtained. The patented multiplier furnished increases the speed of the flexible shaft 8½ times. This high speed gives it extremely high efficient cutting speed for small emery wheels up to one inch in diameter. It is particularly adapted for fin-



ishing up metal pattern work, cleaning up cast-iron gear work. It has had a phenomenal sale among drop forgers for finishing and touching up dies, grinding out wrinkles, etc. The outfit can be taken to the drop, thus obviating the necessity of removing the dies to the grinder. By fastening the multiplier to the tool post of a lathe, it may be used for internal grinding. A clamp spindle is furnished so that wheels up to five inches may be used. In Coates' electrically-driven breast-drills the heavy part of the outfit (namely the motor) may be placed on the floor

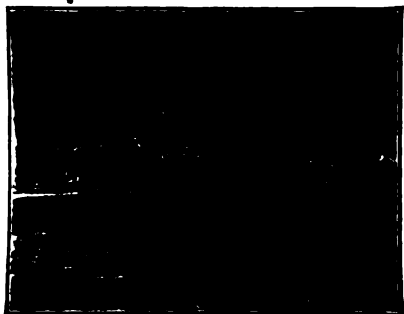


IN REPAIRING WORK.

out of the way. This gives the free use of the breast-drill for work. The drill furnished may be started or stopped instantly by simply giving the sleeve a quarter turn. By removing the drill, a clamp spindle may be inserted, which takes emery wheels or buffs; thus, a complete drilling, grinding and buffing outfit is furnished in one machine. Each outfit comprises motor, flexible shaft, breast-drill, clamp spindle wire and plug with buffs and tripoli.



## Profitable Heating



KELSEY HEATED, near Providence, R. I.

### The Man Who Makes Money

in the heating business to-day is not the man who is selling any kind of a furnace at competition prices, but is the one who is striving to get the best kind of results, and sells his customers a heater that pleases them and brings him more business.

The day is gone by when heating contracts are secured simply by being the lowest bidder.

### 30,000 KELSEY Warm Air Generators

have been sold since 1889—and every year because of the good results secured, the sales increase. Not only this, but the Kelsey System is being installed in the very finest class of residences, churches and schools, and are becoming so well known that Kelsey dealers everywhere are soliciting the best kind of heating work, and are securing contracts at prices not made to meet any kind of competition.

### There's Only One Warm Air Generator

Why not write us about the Agency Proposition?  
800 dealers are now selling.  
It might pay you to act quickly.

**KELSEY HEATING CO., Makers.**

Syracuse, N. Y.  
New York Office, 156 Fifth Ave.  
Chicago, Cook & Van Evera Co., 38 Lake St.

## A GREAT MONEY MAKER



This is the  
verdict of all  
merchants  
who are hand-  
ling the

## OHIO COMBINATION STEAM COOKER and BAKER

The Ohio Cooker is being advertised in magazines having a circulation of over ten million women, who are interested in a kitchen device that will save kitchen drudgery, reduce their fuel bills 50%, and save as much more in time, labor and provisions. It cooks all articles of food deliciously, and it makes tough meat tender.

We are getting thousands of inquiries in from every town in the country from our advertising. All inquiries where we have local dealers are referred back to the dealer. Handsome display cards are furnished, together with a fine Electrical Display Stand, also a supply of literature. A handsome 48 page catalogue and price list giving discounts, will be mailed you on application.

Don't fail to write immediately, and secure the agency for this great money maker. Address,

**The OHIO COOKER CO.**  
600-17 JEFFERSON AVE., TOLEDO, OHIO.



## Death to Bugs

In attempting to exterminate insects that prey upon vegetable life, the plant or tree is frequently made to suffer or be ruined by poisons which attack vegetable life as well.

## HAMMOND'S SLUG SHOT

saves the plant and kills the bugs. For twenty-seven years the standard Insecticide. Strongly impregnated with fungicides, which overcome blight.

PUT UP IN CONVENIENT PACKAGES

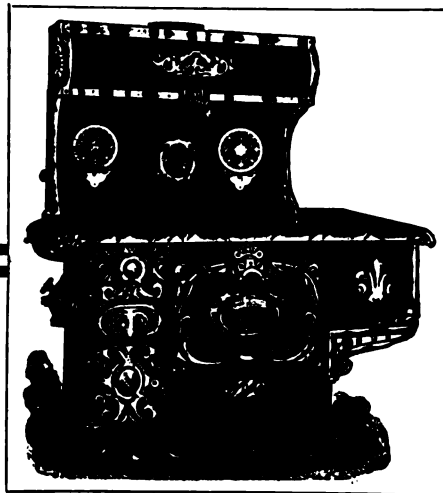
Sold by Seed Dealers Throughout America

Send for pamphlets worth having on  
Bugs and Blights to

**HAMMOND'S SLUG SHOT WORKS**  
FISHKILL-ON-HUDSON, N. Y.

## Life to Plants

## IN EVERY PARTICULAR THE TRIUMPH RANGES LIVE UP TO THEIR NAME



## Mail Order Competition

Has no terrors for the dealer who  
handles them.

## THEY DEFY ANY AND ALL COMPETITION

No. 8 or No. 9-16 with Res. and H. Closet..... \$18.00  
No. 8 or No. 9-18 with Res. and H. Closet..... 20.00  
No. 8 or No. 9-20 with Res. and H. Closet..... 22.00

TERMS NET CASH

Be sure to write for Catalogue, as well as our Special Offer  
to Stove Dealers.

**BONNET-NANCE STOVE CO., Chicago.**



## HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Stores, Incorporations, Etc.

Atchison, Kan.—The Alva Clapp Hardware Co. has been incorporated with a capital stock of \$10,000.

Columbia, Ala.—The Secretary of State has been notified of the incorporation of the Porter-Grant Hardware Company. The company has a capital stock of \$6,000, and the incorporators are E. R. Porter, E. J. Buntin, J. W. Grant, S. E. Gillerstett and A. C. Grant.

Dalton City, Ill.—Wilson Hardware and Furniture Company; capital, \$20,000; mercantile. Incorporators: G. H. Wilson, B. F. Fletcher and William M. Williams.

East Orange, N. J.—East Orange Hardware Co., No. 47 Main Street; heavy and shelf Hardware, builders' materials, etc.; capital, \$25,000. Incorporators: Valentine Braun, No. 74 Steuben Street, East Orange, N. J.; Louis Helmer, No. 483 South 17th Street, Newark, N. J.; Edward J. Bedford, Newark, N. J.

Echo, Ore.—H. D. Smith, Grace Smith, D. R. Norton and Cora L. Norton, are the incorporators of the Smith Hardware Company. The capital stock of the company is \$10,000.

Evansville, Ind.—The Bourland & Moore Hardware Co. have opened for business in the recently remodeled building at 518 Main Street, with a general line of Hardware, paints, oils, window glass, sporting goods, etc.

Florence, Neb.—J. H. Price has opened a new Hardware store.

Gibbsland, La.—Dixie Hardware & Furniture Co., Limited, has been incorporated, with a capital of \$30,000. The company is about to build a large two-story brick building, and will handle Hardware, furniture and allied lines, wholesale and retail.

Harrisonburg, Va.—Wilton-Nicholas Hardware Co.; C. L. Wilton, president; F. F. Nicholas, vice-president; E. C. Wilton, secretary and treasurer; Joshua Wilton—all of Harrisonburg. Capital, maximum, \$50,000; minimum, \$30,000.

Hartwell, Mo.—S. Schultz will open a new Hardware store.

South Omaha, Neb.—Articles of incorporation of the Michelsen Hardware Company have been filed by Theodore N. Petersen and James C. Michelsen, with a capital of \$25,000. The company will sell stoves and general Hardware at wholesale and retail.

Suffolk, Va.—Brothers, Pruden Co. have opened a first-class agricultural establishment, including everything pertaining to the Hardware line.

Town of Union, N. J.—F. Schneider Company; capital stock, \$50,000. Incorporators: Frederick Schneider, Emil Schneider, August A. Schlegel, Augustus Schlegel, Julia Schneider, Conrad Hasbach and August Frank. The company is to deal in Hardware and house furnishings.

### Changes and Improvements.

Aldrich, Mo.—Jones & Hamby have been

succeeded in the Hardware business by Cooper & Jones.

Blockton, Iowa.—Hartley Bros. have sold their Hardware department to the Blockton Hardware Co.

Burlingame, Kan.—J. W. McGregor has withdrawn from the McGregor-Farr Hardware Company.

Cameron, Mo.—E. F. DeLay has sold his Hardware store to G. C. Whisler.

Castlerock, Wash.—Alger Bros., Hardware dealers, have dissolved partnership.

Crab Orchard, Neb.—Murphy & Cavanaugh have been succeeded in the Hardware business by C. Cavanaugh.

Danville, Iowa.—The Hardware firm of Shepherd & Bonnell has changed to Bonnell & Chandler, Will Chandler being the new member of the firm.

Douglas, Ariz.—E. W. Madison has been succeeded in business by the Madison Hardware Co.

Eureka, Mo.—John McIntosh is enlarging his branch Hardware store.

Galatia, Kan.—W. E. Younkin has sold his Hardware store to Hance & Baker.

Gas City, Ind.—The new firm which has purchased the Hiatt & Miller Hardware store will be known as the Overman Company. Morton Overman will have charge of the store. Mr. Overman is a well known Marion Hardware dealer, having been engaged in the business there for the last six years.

Grant City, Mo.—Kibbe & Spillman have succeeded to the Hardware business of J. H. Kibbe.

Harvey, N. D.—The C. H. Blanding Hardware Co., recently incorporated with a capital stock of \$20,000, has taken over the business of Blanding & Fischer. The new company will handle a complete stock of Hardware, harness and furniture. The incorporators are C. H. Blanding, M. L. Blanding and H. O. Hanson.

Hebron, Neb.—Young & Knode have sold their Hardware store to C. C. Macke.

Holstein, Iowa.—Henry Verseck has purchased the Hardware business of Allen & Van Patten.

Leslie, Ark.—C. V. Ryno has succeeded to the Hardware business of Schoonover & Ryno.

Malone, N. Y.—R. C. Thompson has recently sold his Hardware and plumbing business to J. B. Twaddle & Co.

Memphis, Tenn.—Application for an amendment to the charter of the Benedict-Warren-Davidson Company has been made. The petition filed is signed by N. Benedict, G. S. Davidson, R. L. Davidson, R. D. Warren, A. G. McLeomore, N. Smith and J. H. McClure. The company has been doing a wholesale Hardware business for several years past on an authorized capital of \$250,000, and the object of the amendment is to increase the capital to \$750,000, so that the business may be enlarged in proportion to the increased capital.

Milledgeville, Ill.—Henry Bills has bought the stock of Hardware of Fraser & Fraser and taken possession. Mr. Bills will take Rollo Ewers in as a partner.

Morse, Kan.—George McCaughey has sold his Hardware store to Ed. Rodgers.

Newburgh, N. Y.—A change has taken effect in the Lawson Hardware Co., whose

business is conducted at the store 69 Water Street, Ralph W. Whitehill having become a member of the company. The present members of the company are: James T. Lawson, president and treasurer; Mrs. Charles J. Lawson, vice-president; George K. Smith, secretary.

Norfolk, Neb.—Weaver & Coleman have succeeded to the Hardware business of W. W. Weaver.

Odessa, Mo.—R. R. Wickuler has been succeeded in the Hardware business by Wickuler & Lale.

Onawa, Iowa.—Woodburn & Abild have sold out their Hardware store.

Oneida, Kan.—L. Runft has purchased the Hardware store of M. W. Harris.

Osceola, Mo.—J. C. Nelson has purchased the Hardware store of C. B. Cooper.

Ottawa, Kan.—The Franklin County Hardware Co. has purchased the business of John R. McGuire.

Palmer, Neb.—Plank & Branaman have been succeeded in the Hardware business by Dave Branaman.

Parker, Kan.—E. A. Steele has been succeeded in business by the Steele Hardware Co.

Portsmouth, Iowa.—C. C. Cooper has sold his Hardware store to Mr. Walsh.

Price, Utah.—The Weeter Lumber Co. has added a Hardware department.

Pueblo, Colo.—Allen H. Waas & Co. have sold their Hardware business to Edward Kauffman.

Randall, Kan.—Thomas Westbrook has succeeded to the business of the Parker & Westbrook Hardware Co.

Salt Lake, Utah.—The Salt Lake Hardware Company has filed an amendment to its articles of incorporation adopted at a meeting of the stockholders of the company held April 5. The amendment consists in an increase of the capital stock to \$1,500,000 in 15,000 shares at \$100 each, of which 11,000 shares are common and 4,000 preferred stock.

Shelton, Neb.—Hansen & Bernhard have purchased the Hardware business of C. C. Crafnis.

Sherwood, Ore.—L. W. Roleick, harness dealer, is adding a Hardware department.

Skiatook, I. T.—C. G. Eaton has sold his interest in the Skiatook Hardware Co.

St. Johnsville, N. Y.—It is learned that McRea & Son have decided to close out their stock of Hardware, tinware, farming utensils, etc., by September 1, when R. B. Beekman, who purchased the store some time ago, will occupy it as an addition to his present quarters.

St. Marys, Kan.—Hoover Bros. have purchased the business of the Coughlin Hardware Co.

Sugar City, Colo.—The Cravens Hardware & Furniture Co. has succeeded to the business of Josiah Cravens.

Tillamook, Ore.—I. C. Smith has purchased the interest of W. Mills in the Hardware firm of King, Mills & Co.

Tobias, Neb.—George M. Tallon has sold his Hardware store to Dardorf & Duke.

Toronto, Kan.—A. F. Hill has purchased the Hardware store of L. L. Byington.

Watson, Mo.—W. A. Robinson has sold his Hardware store to Wilson & Co.



# Rose Water Coolers

Have made a name for themselves where-  
ever sold, because

**All Rose Coolers Use 50% Less Ice  
Than Any Others.**



**Model F  
Family Cooler**

Case of 6 cool-  
ers, \$19.75.

Crate of 6 5-  
gallon demijohns for Model  
F, \$1.50.

Cooler equip-  
ment, same as  
for Model F,  
\$1.40.

All F. O. B.  
New York.

Rose Coolers  
are strongly  
made and  
finely fin-  
ished.

Best for Ho-  
tels, Schools,  
Offices,  
Public Build-  
ings, Stores,  
Homes.

Get our Cat-  
alog. It  
shows our  
complete  
line.



**Model E  
Counter Cooler**

## Special Offer

**For Hardware Dealers:**

Case of 6 Model F Coolers  
\$13.75

Crate of 6 1 gallon bottles  
for Model F, \$1.75

Cooler stand, waste water  
bucket, and shelf for  
drinking glass, \$1.25

All F.O.B. New York

**Rose Manufacturing Co.**  
**505-7-9-11-13 West 50th St.**  
**NEW YORK CITY**

# ATLANTIC

## Galvanized Striped Ware

Here's the issue with you, Mr. Dealer:  
**ATLANTIC WARE** or the other kind?  
**IS IT SALES YOU WANT?**

**ATLANTIC WARE** will outlast the other  
kind three to one. Place them side by side in  
your store and prove this.

**IS IT PROFIT?**

Then let us correspond. We will convince  
you that **ATLANTIC WARE** is a sure  
foundation for both sales and profits.

It is beautiful ware, made exceedingly strong and  
durable by its method of manufacture. It is dif-  
ferent from all other Galvanized Ware

We also make **ATLANTIC TINWARE** in  
great variety.

Send for our 94 page catalog, in colors.

**ATLANTIC STAMPING CO.**  
185 Ames St., Rochester, N. Y.



## HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Augusta, Me.—The Beverley Mfg. Co. of Maine has been organized for the purpose of conducting a general manufacturing business in machinery, tools, engines, boats, motors, etc., with \$150,000 capital stock. Officers: President and treasurer, J. Berry of Augusta.

Buffalo, N. Y.—Buffalo Wrought Iron Nipple Mfg. Co.; to manufacture hardware supplies for gas fitters, plumbers, etc.; capital, \$5,000. Incorporators: Joseph D. Gibby, Charles Faatz, Daniel Burgmaster, Buffalo, N. Y.

Camden, N. J.—Gravity Lock Mfg. Co.; manufacturing a springless gravity lock, machinery, tools; capital, \$300,000. Incorporators: T. G. Spiegelmire, McClure, Snyder Co., Pa.; F. W. Culbertson, Lewistown, Mifflin Co., Pa.; S. Lewis, Camden.

Cleveland, Ohio.—The Lamino Metal Co. has been incorporated with a capital of \$20,000 to manufacture metal goods. The incorporators are George A. Gaston, Robert J. Good, M. L. Thomsen, V. E. Davis and R. M. Torrence.

Fostoria, Ohio.—The Fostoria Board of Trade has accepted the proposition of William Rockhoff, Manitowoc, Wis., for the location of a factory in Fostoria for the manufacture of aluminum specialties. It is the intention to organize a new company with a capital of \$25,000.

Milwaukee, Wis.—The El Starr Mfg. Co., recently incorporated, reports that it manufactures hand and foot power tool grinders, small household water motors and other specialties. The company is considering the building of a factory of its own some time in the future, but at present it is renting quarters.

Peoria, Ill.—The Peoria Malleable Iron Works has been incorporated to manufacture machinery tools and implements. The capital stock of the company is \$75,000, and the incorporators are: George T. Page, C. E. McNemar and John C. Scully.

Plainfield, N. J.—Campbell Lock Company; capital, \$100,000. Incorporators—John Smalley Campbell, Joseph D. Baucus, and William Smalley Campbell.

Rushville, Ind.—A stock company has been organized in this city to manufacture a corn gatherer and husker, patented by William Smalley of Brookville. The machine can be operated by a gasoline engine, one horse-power or traction power, and it can be attached to an ordinary farm wagon without difficulty. J. Frank, J. Hall, George Campbell and A. P. Walker are members of the company.

Seattle, Wash.—The Eagle Brass Foundry Co. has been organized with a capitalization of \$10,000 by Alexander G. Howat, William Anderson and John Tracy.

St. Louis, Mo.—The Missouri Iron Co. has been organized with a capitalization of \$6,000 by Edward F. Goltra, Jesse D. Dana, Pierre C. Maffitt and Thomas S. Maffitt.

Terre Haute, Ind.—The A. L. Greenberg Iron Co. has been organized with a capi-

talization of \$40,000 by Jacob R. Finkelstein, Abraham L. Greenberg and Samuel T. Greenberg.

### Changes and Improvements.

Brattleboro, Vt.—Announcement is made of the transfer of the Freeman Bros.' needle factory here to the Excelsior Needle Company of Torrington, Conn., one of the largest knitting machine needle manufacturers in the world, with factories in several cities of the United States, England and Germany. George M. and Henry Freeman, who operated the factory, are pioneers in the manufacture of knitting machine needles from sheet steel instead of from steel wire. The brothers will retain their activity in the business, one going to Germany for the Excelsior Needle Company and the other going to the Torrington factory.

Bridgeport, Conn.—A controlling interest in the stock of the Bridgeport Wire Goods Co. has been acquired by Thomas F. Cooney, Bridgeport, and George S. Snow, Yonkers, N. Y. The capital stock has been increased and manufacturing facilities extended, and the plant has been removed to larger quarters in the building formerly occupied by the Ives Mfg. Co. George S. Snow is president and Thomas F. Cooney secretary and treasurer.

Bristol, Conn.—The Bristol Brass Co. is to build an addition to its rolling mill, 75 by 75 feet, and one story high.

Buffalo, N. Y.—The Curtis Screw Company has purchased from the Third National Bank the manufacturing property on Gull Street between the Central tracks and Niagara Street. The building is three stories high and contains about 10,000 square feet of floor space. The price paid for it is said to be about \$15,000.

Chicago, Ill.—The Republic Metalware Co. is about to erect a warehouse and office building 66 by 172 feet, six stories and basement, with switch track facilities at the junction of Wabash Avenue and the St. Charles Air Line railroad. The building will be of reinforced concrete construction. The main factories of the company are located at Buffalo, N. Y.

Cincinnati, Ohio.—Fred A. Geier has been elected president and Frank Huschart vice-president of the Bickford Drill and Tool Company, of which concern the late H. C. Hoefinghoff was the head.

Columbus, Ohio.—The Hayden-Corbett Chain Co. will soon have completed a new link shop.

Indianapolis, Ind.—The addition which the Diamond Chain & Mfg. Co. is building to its present factory consists of a structure 50 by 120 feet, four stories and basement, of mill construction. The rapid increase in the use of chains for the transmission of power has made it necessary for the concern to enlarge its floor space and facilities.

Kiel, Wis.—The Duce Mfg. Co., manufacturers of brass and steel screws and springs, have increased their capital stock from \$10,000 to \$25,000, and will move their plant to Chilton, Wis.

Milwaukee, Wis.—Avery Scale Co. have filed an amendment increasing its directorate from three to eight members.

New Bedford, Mass.—The Morse Twist Drill & Machine Co. has begun work on a frame addition, two stories, 40 by 71 feet, to its plant.

Perry, N. Y.—To meet the demand for increased power at their factory, the Robeson Cutlery Co. have just installed a 155-horse-power generator and will soon have placed four new electric motors—two of 15-horse-power and two of 10-horse-power.

Pittsburgh, Pa.—The Pittsburgh Screw & Bolt Co. is adding a three-story brick and steel structure, 100 by 100 feet, to its plant. The new building will be equipped with machinery for the manufacture of nuts, bolts, screws, washers and rivets, and will also contain the general offices of the company. It will be completed in July or August.

Pittsburgh, Pa.—To avoid the burden of import duties, to reduce freight charges and to be closer in touch with the Canadian customers, the Standard Chain Company, with its main offices in the Bailey-Farrell building, will build a plant at Walkerville, Ont., on the Detroit river. The structure will cost about \$200,000, and is to be completed and in operation within sixty days. The site possesses great natural advantages, as shipping can be done by either rail or water. A full line of coil chain and harness chain will be manufactured. While the same interests that are in control here will largely dominate the affairs of the new company, which will be known as the Standard Chain Company, Limited, of Canada, large blocks of stock have already been taken by Canadian investors. The officers of the local company are: John C. Schmidt, president; Robert Garland, vice-president; Arthur Crockett, secretary; William Robertson, treasurer; Stanley Mann, assistant treasurer. The directors are John C. Schmidt, Robert Garland, J. T. Davis, Franz Krein, Peter Wertz, Charles A. Painter, William Robertson, N. B. Marple and F. M. Davis.

Racine, Wis.—The J. I. Case Plow Company is preparing to erect a new three-story brick building to be used as a foundry. The building will be in the rear of the building on Mead Street.

Rochester, N. Y.—A factory building on the corner of University Avenue and the East Boulevard at an estimated cost of \$29,000 will be built for the Rochester Non-Rust Tinware Company. It will be of brick construction, steam heated, 317 feet long and 123 feet wide, one story in height.

Warren, Ohio.—The new rolling mill of the Penn Shovel Co. has been completed and the company is now rolling steel for the manufacture of shovels. The company will soon be in a position to increase the output of its entire plant.

Providence, R. I.—At the annual meeting of the stockholders of the American Screw Company the following directors were elected: W. B. Pearson, E. B. Cadwell, A. W. Gifford, George Thrall, E. B. Dolliver, E. P. Gale, Solon C. Kelly and H. A. Bingham. E. P. Gale takes the place of J. K. Lanman, resigned. The board subsequently organized by electing Mr. Pearson president, Mr. Cadwell first vice-president, Mr. Gifford second vice-president, Mr. Thrall secretary and Mr. Dolliver treasurer.





No. 418 Weight, 400 Lbs.  
Oven, 17 x 12 x 21 ins. Top cooking surface, 30 x 36 ins., 6 8-in. lids.  
Large warming closet. Spring balanced oven door.

## A Guaranteed Proposition The "Matchless" STEEL RANGE

Sold at a price that places the dealer in a position to meet ANY AND ALL KINDS OF COMPETITION. Backed by one of the strongest guarantees ever issued by a manufacturer.

We agree to furnish FREE OF CHARGE FOR A PERIOD OF THREE YEARS any lining for the fire box that may burn out in that time.

### THE MATCHLESS

has weight where most needed—in the body, oven and fire box. Combines weight, style, finish and workmanship. Lined throughout with asbestos. The material used is of the highest grade obtainable.

We Want One Dealer in Every Town.  
Our Terms are Net 15 Days.

No. 418 Full nickel trimmed, **\$19.50**

Very Interesting Proposition to Car Load Buyers.  
Write for Catalogue and Copy of Bond.

Choice Territory Open for Right Salesman.

## Landay Steel Range Co.

Manufacturers

2622 N. 15th St., St. Louis



Come and get on to our superior line of

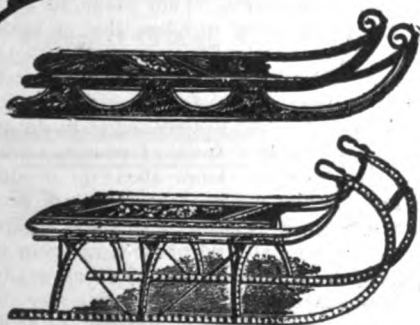
## CHILDREN'S SLEDS

by placing your order NOW for your next season's stock.

While we are very busy we always have

### ROOM FOR ONE MORE

**KALAMAZOO**



**SUPERIOR**

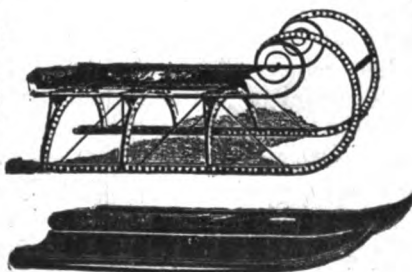
customer. Identify yourself with Kalamazoo Sleds, and make an **EXTREMELY FINE SHOWING** when the season opens. We produce by far the largest line of Children's Sleds in this country including Coasters, Frame Sleds, Cutters, Double Runners—Baby Guards and Boxes and the Presto Baby Carriage Attachment. Kalamazoo Quality Sleds are more than mere sleds built to fill a demand—they **CREATE** a demand by their beauty and attractiveness. Catalogue No. 15 shows the line. We also manufacture **KALAMAZOO SUPERIOR QUALITY LAWN FURNITURE**, an exceedingly attractive and superior line comprising over fifty designs. Our extensive magazine advertising has created a big demand for it. **THE PROFIT CAN BE YOURS ALSO.** Send for Furniture Catalogue No. 11, in natural colors.

**KALAMAZOO SLED CO.**

321 THIRD ST.

KALAMAZOO, MICH.

**KALAMAZOO**



**QUALITY**



## BICYCLE AND SPORTING GOODS RECORD

**Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.**

### New Stores, Incorporations, Etc.

Berkeley, Cal.—V. Reid has opened a new store at 2108 Channing Way.

Buffalo, N. Y.—The Automobile Chain Co. has been incorporated with a capital stock of \$300,000, to manufacture chain by special automatic machinery. Among the directors are Elgood C. Lufkin of the Snow Steam Pump Works, Charles R. Huntley and Daniel T. Nash of the Buffalo General Electric Co., and De Lancey Rankin and Elwood Grissinger of the Cataract Power & Conduit Co.

Caledonia, N. Y.—Hackett & Gatewood. Deposit, N. Y.—James Schermerhorn has opened a new store.

Jamestown, N. Y.—Jamestown Motor Parts Co.; to manufacture motors, engines, machinery and Hardware; capital, \$125,000. Incorporators: Scott H. Penfield, Edwin D. Sherman, Clare A. Pickard, Edwin D. Cook, Andrew Davies, Jamestown, N. Y.

Wilmington, Del.—The Standard Arms Company has been incorporated to deal in firearms of every description and character. The incorporators are of Wilmington, and the capital stock is \$100,000.

### Changes and Improvements.

Chicago, Ill.—E. T. Harris, the hub maker, has reorganized his business under the style of Onward Co., with himself as president and treasurer, A. T. Reed as vice-president, and Francis A. Stephani as secretary. The latter was for some time manager of Sears, Roebuck & Co.'s bicycle department.

New York, N. Y.—On May 1st, the two New York stores of The Diamond Rubber Co. were consolidated into one fine large establishment at 1876 Broadway. Theodore Weigle, of the general office of the company, has been in New York assisting H. J. Woodard, the New York manager, in the direction of this work. Since the beginning of the automobile industry, the Diamond Rubber Co. has maintained a tire station at 1717 Broadway, and this, with the company's general New York headquarters, at 78 Reade Street, will hereafter be housed in the same building, adding considerably to facilities for attention to the trade's wants.

Orlando, Fla.—D. Bachelor has sold out to E. H. Westover.

Ottawa, Ill.—Bane & Zeller have sold out to Sam Bonnefoy.

Reading, Pa.—The Reading Standard Co. has purchased outright the plant and business of the Reading Machine Co., which occupied a part of the Remppis building. The purchase will add considerably to the facilities for producing the Reading Standard bicycles of both types.

Westerly, R. I.—Albert Pilling has sold out to Walter F. Tefft.

Vanlue, Ohio.—The Hardware firm of Vanlue & Feasel has been sold, the purchasing party being J. J. Herbert.

Winnfield, La.—The People's Hardware and Furniture Co. has acquired the holdings of the Winnfield Hardware and Furniture Co.

Youngstown, Ohio.—Albert L. Gluck has bought the interest of Mr. Spatholt in the Gluck-Spathold Hardware Co. and the firm will be known hereafter as the Gluck Hardware Co. and will continue the business as dealers in general Hardware, glass, paints, oils, etc., at 1005 Market Street. The members of the firm are George D. and Albert L. Gluck.

Wayne, Kan.—W. A. Ganter has purchased the Hardware business of Shepard Bros.

West Hoboken, N. J.—Louis L. Schmidt, John Petermann and William Schmidt, who have been in the Hardware and housefurnishing business at 490 Spring Street for a number of years, have formed a corporation known as the L. Schmidt & Co., which will continue the business. The capital of the new company is fixed at \$15,000. According to the articles of incorporation, which have been filed with the County Clerk, the incorporators are Louis L. Schmidt, John Petermann and William Schmidt.

West Palm Beach, Fla.—The two large Hardware firms that have been doing business in West Palm Beach for many years, the Hatchett-DaCamara Company and M. E. Gruber, have consolidated their interests, under the name of the Lake Worth Mercantile Company.

Yonkers, N. Y.—W. F. Mann, who for four years has been pushing bicycles and motorcycles, is expanding his activities by opening a branch establishment in White Plains, at No. 2 Mamaroneck Avenue. The new store will be in charge of Harry

Brownjohn, until recently of Toronto, Ontario.

### Miscellaneous.

#### DENVER MOTORCYCLISTS.

Motorcyclists in Denver, Colo., have formed the Denver Motorcycle Club. It is the intention of the organization to hold club runs and races during the Summer. H. Tuffield was elected president; George L. Lucas, vice-president; T. G. Goudy, secretary, and Otto Gedhardt, treasurer.

#### QUAKER CITY MOTOR POLICEMEN FORM A CLUB

Motorcycle Officer George W. Morley, of Germantown, formerly a member of the old Wissahickon Wheelmen, with a number of fellow motorcyclists in the Police Department, and enthusiastic bicyclists, have organized the Pennsylvania Motorcycle Club, making the second motorcycle club in the Quaker city. Temporary quarters have been secured at No. 262 North Broad Street, Philadelphia.

#### RAILROAD CYCLISTS ELECT OFFICERS.

At the annual meeting of the T. P. & W. Railway Wheelmen, of Peoria, Ill., the following officers were elected: F. W. Crane, president; E. F. Stock, vice-president; J. L. Kent, secretary; C. L. Grosjean, treasurer; George Schuck, captain; John Anderson, first lieutenant; Chas. Heck, second lieutenant; A. B. Culver, color bearer; R. S. Hay, Ed Gilmore, F. J. Mihigan and T. E. Tippetts, directors.

#### WORCESTER MOTORISTS.

Formal organization of the Worcester (Mass.) Motorcycle Club has been effected by the election of Lincoln Holland, president, and these other officers: Vice-President, C. A. Black; secretary, Edward A. Parker; treasurer, W. A. Traver; captain, E. R. Creamer. These officers with William P. Farrell, W. A. Woodward and L. R. Carron, will constitute the board of directors. Lincoln Holland, Jr., was chosen first lieutenant, H. F. Thurston second lieutenant, and William P. Farrell standard bearer.

#### OMAHA MOTORCYCLISTS ELECT OFFICIALS

The Omaha (Neb.) Motorcycle Club has elected the following officers for the current year: President, Louis Flescher; secretary, A. G. Flint; treasurer, J. P. Johnson; captain, L. G. Van Slyke; lieutenant, Mark Rogers.

### ALKALI DEATH TO FISH LINES.

Complaints are often heard by fishermen in all parts of the country that the fish lines they have been using, however excellent their brand and quality, rot after two or three hours fishing. Sportsmen lose sight of the fact that some of the waters in which they exercise their sporting proclivities contain more or less alkali or mineral substances which, in most instances, attack dyed silk lines and ruin them after two or three hours' fishing. The only remedy for this trouble is to use a soft, undressed silk line, or a line containing as little dyed silk as possible.

The best fish lines for any kind of water are the Kingfisher Enameled Lines, made by the E. J. Martin's Sons, Rockville, Conn. Their beautiful catalogue, on pages 26, 27, 29 and 30, show a variety of Enameled Lines which they guarantee rot-proof. They are famous for their alkali-resisting qualities.

### STEVENS NEW INFORMATION TAGS.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are now attaching tags containing detailed information, points of merit, etc., to all of their firearms. They claim to be the first in the firearm manufacturing field to adopt this up-to-date plan of acquainting both the trade and the consumer with the exact uses of the many models which comprise their extensive and varied line. On this tag will also be found valuable pointers regarding the care of the individual firearm, what to do and what not to do to insure best results. It is, of course, obvious that the more a merchant or his clerks know about the products they handle, the better it is for the customer wishing information and in the market for a firearm. The Stevens tags, we feel sure, will be greatly appreciated by all and prove a move in the right direction. They could be aptly termed "Stevens ready reference tags," as they emphasize in a most careful way just what the arm is capable of, to which they are attached, as also the exact uses of the model in question.



## The Fisherman's Outfit

is not complete unless it  
includes

# KINGFISHER LINES

they are the

## STRONGEST AND MOST DURABLE LINES

in existence. There's long experience behind every inch of **Kingfisher Line**.

There's satisfaction in every sale—satisfaction for both the purchaser and the dealer.

For the former because the **Kingfisher** supplies his every need as to quality and gives him confidence in his line.

For the latter because **Kingfisher Lines** clear the way to many profitable sales of Fisherman's Supplies simply because they get the customer interested in **QUALITY**. The true fisherman is particular about his outfit, and **IT PAYS TO CATER TO HIM**. **Kingfisher Lines** bring steady customers and repeat sales.

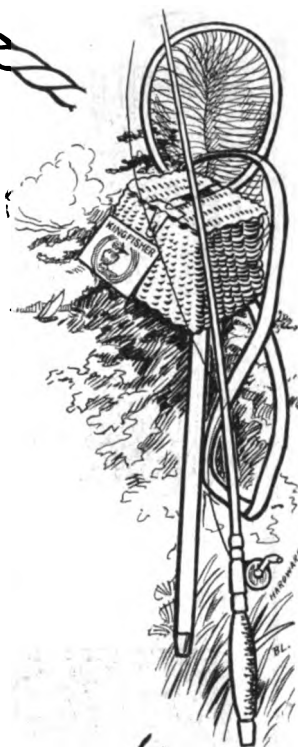
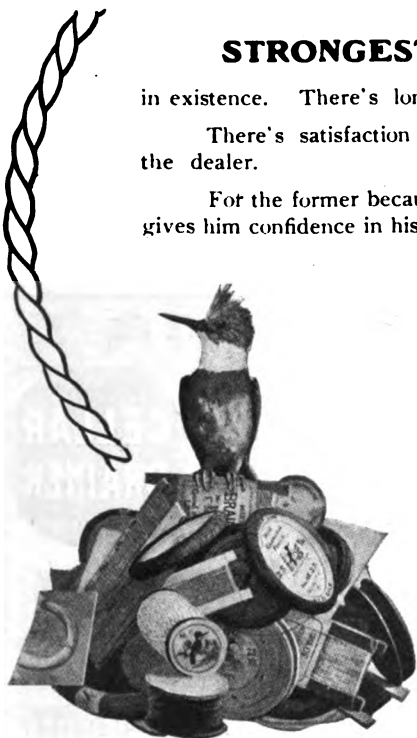
We make hundreds of different kinds of Fishing Lines. Let us send you our catalogue describing them.

**Kingfisher Lines** are carried in stock by every large Fishing Tackle Jobber in the country.

**E. J. MARTIN'S SONS**

MAKERS

10 Hill St., Rockville, Conn.



### Tackle Blocks

for every purpose. 65 years' experience.

Boston & Lockport Block Co.  
Boston, Mass.



### The "FOLLETT" NUMBERING MACHINE

PRICE \$5.00

STYLE OF IMPRINT

123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.  
240-2 W. 25d St., New York City.

### Barrett Glass Cutters

Best in quality. Unsurpassed as sellers. Get prices from

W. L. Barrett, Bristol, Conn.



There's Profit for the Dealer in

# SAUER GUNS

They are best guns he can handle, from all standpoints. Send for our offer.

**SCHOVERLING, DALY & GALES**  
302 AND 304 BROADWAY, NEW YORK

## Remember!

If you cannot find what you want in our Hardware Buyers' Directory, consult our catalog file. It is complete.

Please mention **HARDWARE** when writing to advertisers.





**THE BARTHEL  
KEROSENE  
FURNACE**

Is simple in construction, reliable and durable under all conditions of work.  
Smokeless—smell-less—coilless.  
Absolutely safe; approved by underwriters.  
Cheaper to operate and gives greater heat than any other furnace.  
Send for booklet and prices.

**Barthel Blow  
Lamp Co.**  
294 Washington St.  
Boston, Mass.



No. 96

**TURNER**  
**Double Jet  
Torch**

Price, \$5.50

Gives maximum amount of heat—3000 degrees Fahrenheit—at minimum amount of cost.  
It has no equal among Torches for heavy outdoor work in windy or stormy weather.  
Uses 74 degrees gasoline—1½ pt. per hour.  
Order through your Jobber or send us \$5.50 net.  
You ought not to be without a copy of our catalog. No. 30.

**TURNER BRASS WORKS**  
70 No. Franklin St. CHICAGO, U. S. A.




**F. E. MYERS & BRO., Ashland, O.**

**STORE  
LADDERS**

NOISELESS.  
CUSHION TIRE.  
Best and Most Complete in the Market.  
Write for Descriptive Circular and Prices.

MFRS.  
Pumps, Hay Tools,  
Barn Door Hangers,  
&c. Largest and  
Best Line in the World

**WESTON**  
**Electrolytic Voltmeter**



The accompanying cut illustrates a new model WESTON VOLTMETER expressly designed to meet the requirements of ELECTROPLATERS, ELECTROTYPERS and others engaged in the art of ELECTROMETALLURGY. It is accurate and thoroughly reliable. It is built in a thoroughly substantial manner; the workmanship is high grade. It is provided with a 15 point switch so that the difference of potential can be determined at any one of 15 tanks or all of them successively. It is *low priced and good*.  
Special Bulletin describing the instrument and giving prices can be obtained upon application.

**Weston Electrical Instrument Co.,**  
Waverly Park, NEWARK, N. J., U. S. A.

**CLIMAX**




**CELLAR  
DRAINER**

ENTIRELY AUTOMATIC

Drains cellars, cesspools, foundations, wheel pits, furnace pits, etc., using city water or steam supply having from 15 to 80 lbs. pressure per square inch.  
Six sizes, from 50 to 1200 gallons per hour capacity.  
CLIMAX Plumbing Supplies include many other valuable specialties. Catalog upon request.

**C. M. KEMP MFG. CO.**  
405 East Oliver Street  
BALTIMORE, MD., U. S. A.



**HEINISCH**

**TAILORS' SHEARS,  
TRIMMERS, SCISSORS,  
TINNERS' SNIPS, ETC.**

**BEST IN THE WORLD**

**R. Heinisch's Sons Co.**  
Newark, N. J., U. S. A.  
New York Office and Salesroom,  
150 CHAMBERS STREET.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.  
These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



**JOHN CHATILLON & SONS,**  
85 to 93 Cliff St. & No. 13 Jacob St.,  
Established 1835, NEW YORK CITY.

**MONTROSS METAL SHINGLES**




**MONTROSS METAL SHINGLES**  
afford you the largest profit and your customers the greatest satisfaction. Keep abreast of the times by selling these handsome durable shingles. Send for further particulars and catalog.

**MONTROSS METAL SHINGLE CO. CAMDEN, NEW JERSEY.**

**25¢** Buys a Life Saving  
**DAVIS**  
**SANITARY FOUNT**

Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.  
Price 25c each, \$2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.  
Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.

**The Keyes-Davis Co.**  
(Limited)  
Manufacturers  
580 Hanover St.  
Battle Creek, Mich.



**THE SCHWERTLE STAMP CO.,**  
TENSILE-BURNING BRANDS  
**STEEL STAMPS & DIES**  
SEALS, MARKERS, CHECKS  
BRIDGEPORT, CONN.



**BUFFALO  
WIRE  
WORKS CO.  
WIRE CLOTH  
WIRE GOODS  
BUFFALO, N.Y.**

Artistic  
METAL  
WORK

### Hardwaremen's Exchange

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of **SIDE LINE OFFERED**, **SIDE LINE WANTED** and **ALL OTHER NOTICES**, two cents per word. No ad. received less than three lines

#### MALE HELP WANTED

**WRITE** us to-day for "The Right Man in the Right Place," telling how we find high-grade positions for capable men. Offices in twelve cities. **HAPGOODS**, 305 Broadway, N. Y.

**WANTED**—Salesmen to sell architects, hardware dealers, ship and car builders, a folding coat and hat hook to be built into walls of dwellings and conveyances. Ornamental. Ask for pamphlet. **The Clift Co.**, 212 Cuyahoga Bldg., Cleveland, Ohio.

**SALES MANAGERS**.—We need men with technical experience, capable of mapping out campaigns and of directing sales forces; good salaries for right men. **HAPGOODS**, 305 Broadway, N. Y.

**FOR SALE**.—Account of bad health, \$75,000 buys fourth of stock of largest, best established and best paying Hardware company in best town in the South. This year's sales exceed last year's 46 per cent. **Box 164, Beaumont, Texas.**

Improved Quick and Easy  
Rising Steam, Electric  
and Hand Power  
**ELEVATORS**

Send for Circulars.

**Kimball Bros. Co.,**  
1013 Ninth St., Council Bluffs, Ia.  
**KIMBALL ELEVATOR CO.,** 120 Cedar St.,  
39 Vincent St., Cleveland, O. New York.



"A PERMANENT ROOF"  
**CONCRETE STOWELL'S ROOFING**

**SECURE PROTECTION AND LONG SERVICE BY USING OUR ASPHALT ROOFING**

SAVES REPAIRS  
SAVES RECOATING  
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Send for Samples and Pamphlet

**STOWELL MFG. CO.**  
JERSEY CITY, N.J.

"The **CLIFT FOLDING GARMENT HOOKS**"

Particularly adapted for apartment houses and dwellings. A necessary article in halls, vestibules, closets, bath rooms, chambers, cloak rooms, restaurants, stores, auditoriums, schools and offices. Send for pamphlet and price list.

**THE CLIFT COMPANY**  
212 Cuyahoga Bldg., Cleveland, O.



The United States Government will expend next year

**\$201,368,000.00**  
in Contracts

The various items, the competing bidders, the prices paid, the successful contractors, and, above all, the opportunity to bid for the work or supplies required, can be had from the weekly

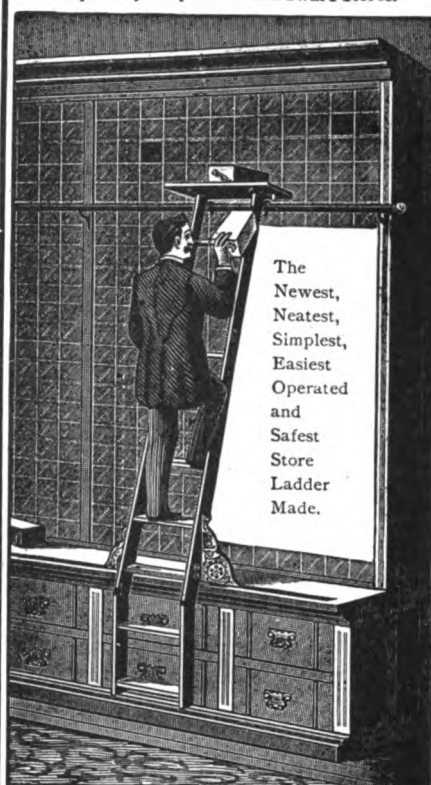
**U. S. Government Advertiser,**  
Washington, D. C.

Established 1882.

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### The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.



Ask about the new **noiseless track**.  
Highest award World's Fair.

**WRITE US.**

**THE BICYCLE STEP LADDER CO.,**  
65 Randolph St., CHICAGO ILL.

**ROBERT MURRAY**  
104 Reade St., New York City  
**General Hardware**

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

### The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

**AJAX MFG. CO.,**  
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Gtandard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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STENCILS—BURNING BRAN'S  
**STEEL STAMPS & DIES**  
SEALS—MACH. PLATE—CHECK  
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with American Manufacturers desiring trade in Great Britain.

**S. GUTERMAN & CO. LTD.,**  
American Importers,  
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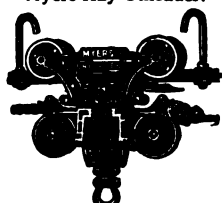
Take off your hat to the Myers!  
BEST PUMP ON EARTH.



Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

### GLASS VALVE SEAT PUMPS HAY UNLOADING TOOLS and BARN DOOR HANGERS HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track.  
Aluminum Finish.

O. K. Stay-on Door Hanger.



Flexible.

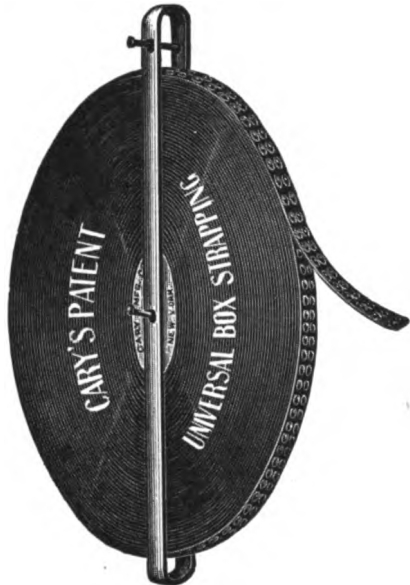
**F. E. MYERS AND BRO., ASHLAND, OHIO.**

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## CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.

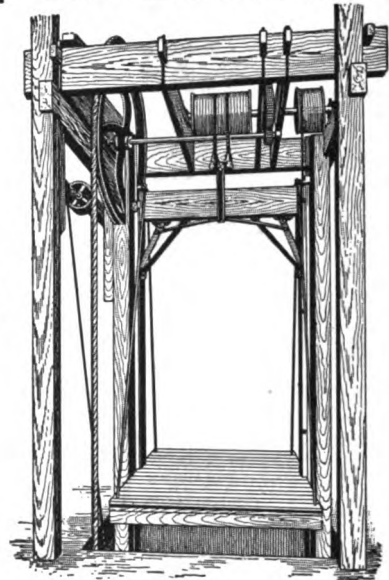


Put up in coils 300 feet each.  
Patent Metal Reel Frame with each coil.  
Straps made in four widths:  $\frac{1}{2}$ ,  $\frac{3}{8}$ ,  $\frac{1}{4}$  and  $\frac{1}{8}$  inch.  
Patented in all countries.

**CARY MFG. CO.,**  
19 & 21 Roosevelt Street, New York.  
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## Elevator Repair Bills

Reduced 25% by using  
**THE EATON & PRINCE**



Center Lift Store Hoist

### We Pay the Freight—You Install Elevator Yourself

We will ship this Elevator direct to you, freight paid and you can install it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that EATON & PRINCE means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators, for direct and alternating current. Send for catalogue.

**EATON & PRINCE COMPANY**  
70-76 MICHIGAN STREET, CHICAGO.

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CANNOT PRODUCE A  
LOWER TEMPERATURE  
THAN THE HALE & KIL-  
BURN

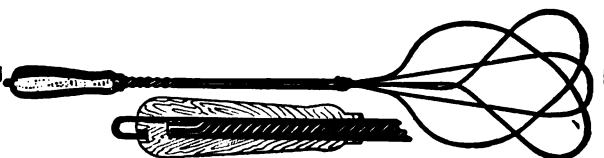
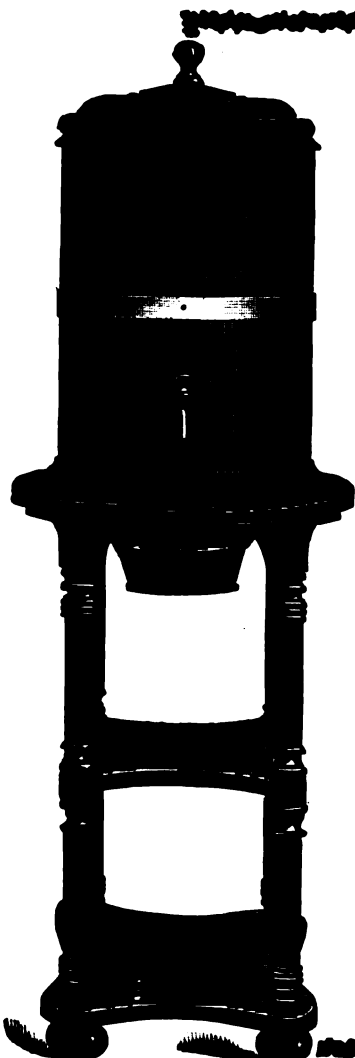
## "Favorite" WATER COOLER

STRICTLY HIGH GRADE.

Elegant in design and finish.  
Water cannot be contaminated.  
Minimum quantity of ice used.  
Constructed on best sanitary  
and scientific principles.  
Made in nine sizes. Send for  
list to-day.

**The Hale & Kilburn  
Mfg. Co.**

33 Union Square, W., New York.  
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## A CARPET BEATER THAT SELLS

and that can be recommended without reserve

**Holt's**

## "Cleaner" Rug and Carpet Beater

Made from Furniture Spring Steel and permanently fastened in a strong handle. (See illustration).

Strong enough for the heaviest carpets, yet flexible enough for lighter articles, such as clothing, furniture, robes, mats etc.

Send for our Catalog, describing our Dover Egg Beater, which beats eggs perfectly in twenty seconds.

**HOLT-LYON CO., Tarrytown-on-Hudson, N. Y.**

### PAINTS, OILS AND COLORS.

#### Oils

Linseed, City, raw, in barrels,  $\frac{1}{2}$  gal. 45c  
Linseed, City, boiled, in bbls. 47c  
Out of Town, on spot,  $\frac{1}{2}$  gal. 48c  
Caucasia, raw, in barrels,  $\frac{1}{2}$  gal. 70c  
Lard, prime city,  $\frac{1}{2}$  gal. 75c  
Lard extra, No. 1 78c  
Lard, No. 1 80c

#### Paints and Colors

Barytes, Foreign floated,  $\frac{1}{2}$  ton \$18.50 to \$20.00  
Barytes, American floated,  $\frac{1}{2}$  ton \$19.00  
White Lead, American, dry, in bbls. 65c  
White Lead, American, in oil, in lots of less than 500 lbs.,  $\frac{1}{2}$  lb. net 75c  
White Lead Eng., in oil,  $\frac{1}{2}$  lb. 85c  
Zinc, American dry,  $\frac{1}{2}$  lb. 55c

Putty, Commercial— $\frac{1}{2}$  100 lb in bladders 81.70 81.25  
in bbls or tubs 1.30 81.45  
in 1 lb. and 5 lb. cans 2.65 82.35  
in 12 1/2 to 50 lb cans. 1.50 81.50

#### Spirits Turpentine

In regular bbls., per gallon 67c 67 1/2c  
In machine bbls. " " 67 1/2c 68c

#### Dry Colors

Blue, Chinese 21c 20c  
Blue, Prussian 22c 20c  
Blue, Ultramarine 23c 20c  
Sienna, Italian, burnt & powdered 24c 20c  
Sienna, Italian, raw & powdered 25c 20c  
Umber, Turkey, burnt 26c 20c  
Green, Chrome, ordinary 27c 20c  
Green, Paris, in bags 28c 20c  
Indian, Red, American 29c 20c  
Indian, Red, English 30c 20c

#### Colors in Oil

Black, Lampblack 14c 15c  
Blue, Chinese 21c 20c  
Blue, Prussian 22c 20c  
Blue, Ultramarine 23c 20c  
Sienna, burnt 24c 20c  
Sienna, raw 25c 20c  
Umber, burnt 26c 20c  
Umber 27c 20c

Please mention HARDWARE when writing to advertisers.







## COW TIES—

|                 |             |
|-----------------|-------------|
| American        | 45¢@50¢     |
| Niagara         | 45¢@50¢@10¢ |
| Covert Mfg. Co. |             |
| Cotton          | 45¢         |
| Hemp            | 45¢         |
| Jute            | 45¢         |
| Sisal           | 35¢         |

## Chain Guards

|                      |     |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

## Carpet Stretchers

|                                                     |        |
|-----------------------------------------------------|--------|
| Bullard's                                           | 35¢    |
| Montross "Chicago" and Tack Hammer Combined, # doz. | 20¢    |
| Cast Iron, Steel points, # doz.                     | 90¢    |
| Sockets, # doz.                                     | \$1.75 |

## Carpet Sweepers

|                           |       |
|---------------------------|-------|
| Sterling Carpet Sweepers  |       |
| Model A, Nickel trimmings | 25.00 |
| " B, Japd.                | 21.00 |
| " C, Nickel               | 23.00 |
| " D, Japd.                | 21.50 |
| " E, Japd.                | 19.50 |

## Carpet and Rug Beaters

|                        |      |
|------------------------|------|
| No. 12, Wire, Tinned   | 1.10 |
| " 11, Wire, Coppered   | 1.10 |
| " 11, Wire, Tinned     | 1.20 |
| " 10, Wire, Galvanized | 1.20 |

## Cherry Stoners

|                              |         |
|------------------------------|---------|
| Enterprise                   | 25¢@30¢ |
| Goodell's Family, net # doz. | \$5.00  |
| Hollman's, net, # doz.       | 6.00    |

## SOCKET FRAMING &amp; FIRMER—

|                              |           |
|------------------------------|-----------|
| Standard Makes               | 75¢       |
| L. & I. J. White             | 30¢@30¢5¢ |
| C. E. Jennings & Co., No. 70 | 25¢@10¢   |
| Jennings & Griffin Mfg. Co.  | 50¢       |

## TANGED &amp; MISCELLANEOUS—

|                             |                  |
|-----------------------------|------------------|
| W. & S. Butchers'           | \$4.75@5.00 to 2 |
| C. E. Jennings & Co.        | 25¢@10¢          |
| Jennings & Griffin Mfg. Co. | 25¢              |
| Tanged Chisels              | 25¢              |
| Tanged Gouges               | 25¢              |
| Tanged Firmers              | 35¢              |
| Tanged Gouges               | 35¢              |
| L. & I. J. White            | 25¢@5¢           |

## COLD CHISELS—

|                     |         |
|---------------------|---------|
| Good quality, # lb. | 13¢@16¢ |
| Snell's best C. S.  | 40¢@5¢  |
| Cronk's             | 50¢     |

## Cleaners, Sidewalk

|                 |        |
|-----------------|--------|
| Challenge Shank | \$3.25 |
| Star Shank      | 3.25   |
| Star Socket     | 4.00   |

## Clippers

## HORSE—

|                               |         |
|-------------------------------|---------|
| Chicago Flexible Shaft Co's.  | Each.   |
| Lightning Belt Clipping Mach. | \$15.00 |
| New '98, Chicago              | 8.75    |
| 1800 Chicago                  | 10.75   |
| Twentieth Century             | 5.00    |

## Coach Oil

|                          |         |
|--------------------------|---------|
| Snow Flake               |         |
| One-pint cans, # doz.    | \$ 3.00 |
| One-quart cans, # doz.   | 4.80    |
| One-gallon cans, # doz.  | 15.00   |
| Five-gallon cans, # doz. | 66.00   |

## Cocks, Brass

|                                                                |                 |
|----------------------------------------------------------------|-----------------|
| Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks | 55¢@10¢@60¢@10¢ |
|----------------------------------------------------------------|-----------------|

## Coffee Mills

|                     |             |
|---------------------|-------------|
| Box and Side        | 50¢@10¢@60¢ |
| Enterprise Mfg. Co. | 30¢@25¢     |
| Lane Bros. Co.      | 80¢         |

## Compasses, Dividers, &amp;c

|                               |             |
|-------------------------------|-------------|
| Atrol Calipers and Dividers   | 40¢         |
| Bemis & Call Co's.            |             |
| Compasses                     | 50¢         |
| Dividers                      | 65¢         |
| Compasses, Calipers, Dividers | 70¢@70¢@10¢ |

## Coopers' Tools

|                   |             |
|-------------------|-------------|
| L. & I. J. White  | 30¢@20¢@5¢  |
| Sandusky Tool Co. | 30¢@10¢@10¢ |

## Corkscrews

|                            |         |
|----------------------------|---------|
| Detroit Cork Screw Co.     | 35¢     |
| Humason & Beckley Mfg. Co. | 50¢@10¢ |
| Samson, # doz.             | \$10.00 |

## Corn Hooks

|                     |        |
|---------------------|--------|
| Kretzinger Cut-Easy | # Doz. |
|---------------------|--------|

## Corn Knives and Cutters

|             |     |
|-------------|-----|
| Bradley's   | net |
| Wadsworth's | 60¢ |

## Countersinks

|                  |         |
|------------------|---------|
| Mayhew's Diamond | 40¢@45¢ |
| Smith's          | 25¢     |
| Snell's          | 40¢     |
| Wheeler's Patent | 50¢     |

## Cow Ties

## See Chains.

## Crayons

|                                                                                                                                                                    |                              |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|
| Sargent's List                                                                                                                                                     | 20¢                          |
| Dixon's                                                                                                                                                            | # Gro.                       |
| Eclipse                                                                                                                                                            | 7 in., \$2.75; 9 in., \$4.25 |
| Emerald                                                                                                                                                            | 5.00                         |
| Orion                                                                                                                                                              | 5.00                         |
| Rainbow                                                                                                                                                            | 8.12                         |
| Solid                                                                                                                                                              | 7.50                         |
| Tallies                                                                                                                                                            | 6.25; 4 in. and blue         |
| Zelmer's Lumber                                                                                                                                                    | # Gro.                       |
| White and Purple, Indelible                                                                                                                                        | \$7.50                       |
| Blue, Red, Green, Yellow and Terra Cotta, \$4.50; Black                                                                                                            | \$4.00                       |
| Giant Lumber, 6 1/2 in. x 1 1/2 in. round, all colors, \$16.25; Indelibles                                                                                         | \$1.75                       |
| Genuine Soapstone, Metal Workers', 5 in. x 1/2 in. round, \$3.50; 5 in. x 1/2 in. square, \$1.75; 5 in. x 3/4 in. x 3/4 in., \$2.50; 5 in. x 1 1/2 in. x 1 1/2 in. | \$3.00                       |

## Curry Combs

|                           |         |
|---------------------------|---------|
| Kohler's                  | 40¢     |
| The Metal Stamping Co.    | 40¢     |
| Southington Cutlery Co's. | 25¢@10¢ |

## Cutlery

|                  |     |
|------------------|-----|
| Foster's Pocket  | 30¢ |
| Carriers' Pocket | 50¢ |

## Diggers

See Post Hole, etc.

## Dividers

See Compasses, Dividers, etc.

## Dog Collars

|                            |             |
|----------------------------|-------------|
| Walter B. Stevens & Son:   |             |
| Brass                      | 40¢         |
| Embossed Gilt              | 30¢@10¢     |
| Leather                    | 40¢         |
| Union Hd'wre Co., new list | 50¢@50¢@10¢ |

## Door Checks

|                              |         |
|------------------------------|---------|
| Bardale's                    | 40¢     |
| Columbia                     | 50¢@10¢ |
| Eclipse                      | 60¢@10¢ |
| Home                         | 50¢@10¢ |
| Pullman's Screen, # doz. net | \$4.50  |

## Door Holders

|          |     |
|----------|-----|
| Empire   | 50¢ |
| Superior | 35¢ |

## Door Springs

|                                  |             |
|----------------------------------|-------------|
| Columbian Steel                  | 20¢         |
| " Faultless                      | 50¢         |
| Gem (Coll), list Oct. '96        | 20¢         |
| Pullman, Perfect                 | 25¢         |
| Pullman Coll.                    | 25¢         |
| Star (Coll), list Oct. '96       | 30¢         |
| Torrey's Rod, 39 in., # doz. net | \$1.10@1.25 |
| " 48 in.                         | 8.50        |
| Victor, Coll.                    | 50¢@10¢@10¢ |
| Chicago Coll Springs             | 40¢@10¢     |
| Reliance Coll Springs            | 40¢@10¢     |

## Drain Cleaners

|                   |        |
|-------------------|--------|
| Iwan's Adjustable | 55¢    |
| Iwan's Stationary | 40¢@5¢ |

## Drawing Knives

|                    |             |
|--------------------|-------------|
| Standard Makes     | 70¢@10¢@75¢ |
| Adjustable Handle  | 25¢@25¢@10¢ |
| Jennings & Griffin | 70¢@10¢     |
| Watrous            | 15¢         |
| L. & I. J. White   | 30¢@5¢@25¢  |

## Drills and Drill Stocks

|                                                                   |         |
|-------------------------------------------------------------------|---------|
| Automatic Boring Tools, Goodell's                                 | 50¢@10¢ |
| Blacksmith's                                                      | 50¢@10¢ |
| Breast, Miller's Falls, each \$3.00                               | 15¢@10¢ |
| Hand, Goodell's                                                   | 50¢@10¢ |
| Whitney's Hand Drill, No. 1, \$10.00, Adjustable, No. 10, \$12.00 | 35¢     |

## TWIST DRILLS—

See Augers and Bits.

## Drive Punches

|                    |     |
|--------------------|-----|
| Bemis & Call's     | 50¢ |
| Hand forged, round | 50¢ |
| Hand forged, oval  | 50¢ |

## Egg Beaters

|                             |               |
|-----------------------------|---------------|
| Holt-Lyon Co.               | # Doz. # Gro. |
| No. 5 Japanned, Dasher      |               |
| flared                      | \$0.85 \$9.50 |
| No. A, Japanned, 6 doz.     | \$6.50 1.15   |
| No. 1, Tinned               | 1.40          |
| No. B, Japanned, hotel size | 1.85 22.00    |
| No. 6, Japanned, Dasher     |               |
| flared                      | 1.85 19.20    |
| No. 2, Tinned, hotel size   | 2.00 24.00    |

## Emery Wheel Dressers.

|          |     |
|----------|-----|
| Sterling | 35¢ |
|----------|-----|

## Escutcheons

|      |     |
|------|-----|
| Wood | 25¢ |
|------|-----|

## Farriers' Knives

|                  |        |
|------------------|--------|
| 'Challenge'      | # Doz. |
| Popes            | \$3.00 |
| Wilkinson's, net | 3.00   |
| Westenholm's     | 3.25   |

## Faucets

|                |             |
|----------------|-------------|
| Iron Petroleum | 70¢@70¢@10¢ |
|----------------|-------------|

## SELF MEASURING—

|                   |            |
|-------------------|------------|
| Enterprise # doz. | \$36.00    |
| Lane's            | 40¢@10¢@5¢ |

## Files

## DOMESTIC—

|                         |                     |
|-------------------------|---------------------|
| New list, Nov. 1, 1899: |                     |
| American                | 75¢@10¢@75¢@10¢@10¢ |
| Arcade                  | 75¢@10¢@75¢@10¢@10¢ |
| J. Barton Smith         | 75¢@10¢@75¢@10¢@10¢ |
| Diston's                | 75¢                 |
| Winstan's Superfine     | 75¢                 |
| Eagle                   | 75¢@10¢@75¢@10¢@10¢ |
| Great Western           | 75¢@10¢@75¢@10¢@10¢ |
| Kearney & Foot          | 75¢@10¢@75¢@10¢@10¢ |
| McClellan               | 75¢@10¢@75¢@10¢@10¢ |
| Nicholson               | 70¢@10¢@75¢@5¢      |
| Nicholson's X. F. Files | 40¢@40¢@10¢         |
| Royal                   | 80¢@80¢@10¢         |

## IMPORTED—

|        |                  |
|--------|------------------|
| Stub's | Stub's list, 35¢ |
|--------|------------------|

## Filters

|                            |                |
|----------------------------|----------------|
| Acorn                      | 50¢            |
| Fulper's Natural Stone     | \$3.50@3.15.50 |
| Subject to trade discount. |                |

## Fish Hooks

|                                       |             |
|---------------------------------------|-------------|
| Am. Fish Hook Co. list                | 60¢@60¢@10¢ |
| Kirby & Limerick, low list (60¢ base) | 10¢         |

## Fishing Tackle

|                                |         |
|--------------------------------|---------|
| Blahop's                       | # Doz.  |
| Level Winding Jeweled Reel     | \$78.00 |
| Level Winding Steel Pivot Reel | 66.00   |
| Auto Even Spooler              | 90.00   |
| Gun Cleaner                    | 4.20    |
| Lightening Fish Scaler         | 3.00    |
| Fish Hook Shield               | 3.00    |

## Fish Scales

|                          |         |
|--------------------------|---------|
| Covert's Saddlery Works: |         |
| Great American           | 60¢@20¢ |

## Freezers, Ice Cream

|                   |                                    |
|-------------------|------------------------------------|
| "Alaska":         |                                    |
| Net               | 1 2 3 4 5 6                        |
| Qts.              | \$1.15 \$1.25 \$1.80 \$1.95 \$3.50 |
| "Arctic":         |                                    |
| Net               | 1 2 3 4 5 6                        |
| Qts.              | \$1.10 1.20 1.50 1.80 2.20 2.95    |
| "North Star":     |                                    |
| Net               | 1 2 3 4 5 6                        |
| Qts.              | \$1.25 \$1.45 \$1.75 \$2.25        |
| "White Mountain": |                                    |
| Net               | 1 2 3 4 5 6                        |
| Qts.              | \$1.25 1.80 1.90 2.20 2.80 3.80    |
| "Star":           |                                    |
| Net               | 1 2 3 4 5 6                        |
| Qts.              | 4.65 5.85 7.00 9.00 11.00          |

## Fruit, Wine &amp; Jelly Presses

|            |         |
|------------|---------|
| Enterprise | 20¢@25¢ |
|------------|---------|

## Fry Pans

|                       |                                                         |
|-----------------------|---------------------------------------------------------|
| Standard list         | 75¢@10¢@80¢                                             |
| No.                   | 1 2 3 4 5 6 7 8                                         |
| Qts.                  | \$3.75 \$4.25 \$4.75 \$5.25                             |
| Net                   | \$5.00 \$5.50 \$6.00 \$6.50 \$7.00 \$7.50 \$8.00 \$8.50 |
| Kitchen Specialty Co. | Net # Gro.                                              |
| Size AA               | \$8.10                                                  |
| " A                   | 8.70                                                    |
| " B                   | 9.20                                                    |
| " C                   | 9.90                                                    |

## Gauges

|                                        |             |
|----------------------------------------|-------------|
| Bemis & Call's Steel                   | 50¢         |
| Diston's Mortise                       | 67¢         |
| Marking Mortise, etc.                  | 50¢@50¢@10¢ |
| Stanley                                | 85¢         |
| Starrett's Surface, Center and Scratch | 25¢@10¢     |
| Wire, Morse                            | 25¢         |
| Wire, P. S. & W., low list             | 30¢         |

## Gimlets

|                           |             |
|---------------------------|-------------|
| "Diamond" Gimlets, # gro. | \$4.00@4.25 |
| Double Cut                | 40¢@10¢@50¢ |
| Metal Head                | 50¢@10¢     |
| Wood Head                 | 50¢         |

## Gimlet Bits

See Augers and Bits.

## Globe and Racking Cocks

See Faucets.

## Glue

|                 |             |
|-----------------|-------------|
| Le Pages Liquid | 25¢@25¢@10¢ |
| Mystic          | 40¢         |
| Martins         | 40¢         |

## Glue Pots

See Hollow Ware.

## Graphite, Lubricating

|                               |           |
|-------------------------------|-----------|
| Dixon's Pure Flake:           |           |
| 622—1 lb. cans                | 30¢ ea    |
| 623—5 lb. screw top tin cans  | 85¢ ea    |
| 624—10 lb. screw top tin cans | \$1.50 ea |
| 644—25 lb. boxes              | 15¢ lb    |
| 645—50 lb. boxes              | 14¢ lb    |
| 646—100 lb. kegs              | 14¢ lb    |
| 647—250 lb. barrels           | 12¢ lb    |

## Grindstone Fixtures

|                      |             |
|----------------------|-------------|
| Cronk's              | 50¢         |
| P. S. & W.           | 30¢@30¢@10¢ |
| Stowells Extra Heavy | 40¢@10¢     |
| Stowells Light       | 50¢         |

## Gunpowder

See Ammunition.

## Gun Wads

See Ammunition.

## Hafts

|                  |        |
|------------------|--------|
| Brittons, # doz. | \$3.50 |
|------------------|--------|

## Halters

|                   |         |
|-------------------|---------|
| Covert Mfg. Co.   | 50¢     |
| Jute Rope Halters | 30¢@10¢ |
| Web Halters       | 35¢@5¢  |

## Hammers

|                                            |                 |
|--------------------------------------------|-----------------|
| HANDLED HAMMERS—                           |                 |
| Magnetic tack, Nos. 1, 2, 3, \$1.25 \$1.50 |                 |
| \$1.75                                     | 50¢             |
| Maydole's                                  | 35¢@35¢@40¢@10¢ |
| Sargent's new list                         | 40¢             |
| Fayette R. Plumb:                          |                 |
| Plumb, A. E. Nail                          | 40¢@10¢         |
| Engineers and B. S. Hand                   | 50¢@12¢         |
| Quaker City Hammers                        | 40¢@10¢         |
| Riveting and Tinner's                      | 40¢@10¢         |

## HEAVY HAMMERS &amp; SLEDGES—

|                    |            |
|--------------------|------------|
| Under 5 lb 50c lb  | 30¢@5¢     |
| 5 to 10 lb 40c lb  | 30¢@5¢     |
| Over 10 lb 30c lb  | 30¢@10¢@5¢ |
| Wilkinson's Smiths | 9¢@10¢@10¢ |

## Hammock Ropes

|                 |        |
|-----------------|--------|
| Covert Mfg. Co. | 40¢@5¢ |
| Nial            | 30¢    |

## Handles

|                                           |                |
|-------------------------------------------|----------------|
| WOOD—                                     |                |
| Auger, assorted, # gro.                   | \$2.75         |
| Auger, large, # gro.                      | 3.25           |
| Auger, Ives' Pat., No. 1                  | 60¢@10¢        |
| No. 2 to 2 1/2                            | 40¢            |
| Axe, Pick, etc.                           | 60¢@5¢@40¢@10¢ |
| Bliss Mfg. Co.                            |                |
| Chisel                                    |                |
| Brad Axl                                  |                |
| File                                      | 25¢@25¢        |
| Auger                                     |                |
| Soldering Iron                            |                |
| Brad Axl, # gro.                          | \$1.75@3.00    |
| Chisel, Worcester, leather capped, # doz. |                |
| net                                       | \$1.50         |
| File, assorted, # gro.                    | \$1.40@1.50    |
| Firmer, Chisel, Apple, assorted, # doz.   | \$2.25@2.75    |
| Hammer, Hatchet                           | 60¢@10¢        |
| Hoe, Rake and Fork                        | 45¢@40¢        |
| Rolls Hd'w. Co. Hfts., # gro.             | 40¢@10¢        |
| "Simplicity" File Hfts., # gro.           | \$3.00@1.50</  |



## SPRING HINGES—

|                                     |        |
|-------------------------------------|--------|
| Bommer Brothers:                    |        |
| Bommer Spring Hinges                | 40%    |
| Bommer B. B. Floor Hinges           | 40%    |
| Bardley's Patent Checking           | 15%    |
| Chicago Spring Butt Co.:            |        |
| Chicago Spring Butts                | 25%    |
| Triple End Spring Butts             | 50%    |
| Chicago Ball Bearing Floor Hinge    | 50%    |
| Garden City Fire Engine House Hinge | 25%    |
| Chicago Saloon Door Hinge           | 25%    |
| Columbian:                          |        |
| Steel Hinges                        | 60%    |
| Floor Hinges                        | 60%    |
| American                            | 30%    |
| Gem                                 | 30%    |
| Oxford                              | 30%    |
| Acme, Steel                         | 30%    |
| " Brass                             | 25%    |
| Niles Mfg. Co.                      | 30&10% |
| Superior:                           |        |
| Floor Hinges                        | 35%    |

## GATE HINGES—

|                           |              |
|---------------------------|--------------|
| Clark's, Nos. 1, 2, 3     | 50&10&60&10% |
| N. E., 1 doz.             | \$7.50       |
| N. E., Reversible, 1 doz. | \$5.00       |
| N. Y. State, 1 doz.       | \$4.50       |
| Western, 1 doz.           | \$4.50       |

## BLIND HINGES—

|                                                                        |                 |
|------------------------------------------------------------------------|-----------------|
| Parker                                                                 | 70&10&70&10&10% |
| Sargent's, Nos. 1, 3, 5, 11, 13                                        | 75%             |
| W. H. Co's, No. 2 Mortise Gravity                                      | 60%             |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.20 1/2 doz. sets | 50&10%          |

## Hitching Cords

|                 |        |
|-----------------|--------|
| Covert Mfg. Co. | 45%    |
| Hitchers Stall  | 30&25% |

## Hollow Ware

## ENAMELED—

|                         |        |
|-------------------------|--------|
| Agate Nickel Steel Ware | 60%    |
| "Never Break" Steel:    |        |
| Spiders, Griddles, &c.  | 65&10% |
| Maslin Kettles, &c.     | 60%    |
| " Porcelainized         | 50%    |

## STOVE HOLLOW WARE—

|                           |           |
|---------------------------|-----------|
| Blacklock:                |           |
| Ground                    | 50&60&10% |
| Plain or Unground         | 60&60&5%  |
| Country Ware 100 lbs. net | \$3.00    |
| Enameled Ware             | 45&10&50% |

## WHITE ENAMELED WARE—

|                              |           |
|------------------------------|-----------|
| Maslin Kettles               | 65&65&10% |
| Tinned Boilers and Saucepans | 55&10%    |
| Enameled                     | 45&10%    |

## GLUE POTS—

|          |        |
|----------|--------|
| Tinned   | 80&10% |
| Enameled | 55&10% |

## Hooks

## BUSH—

|                      |        |
|----------------------|--------|
| Jennings & Griffin's | 35&10% |
| Wadsworth's          | 55&10% |

## CAST IRON—

|                              |                 |
|------------------------------|-----------------|
| Ceiling, Sargent's list      | 50&10&60%       |
| Chandelier                   | 60&60&10%       |
| Clothes Line, Sargent's list | 50&10&10%       |
| Coat and Hat, Sargent's list | 50&10&10%       |
| Coat and Hat, Stowell's      | 70%             |
| Harness, Sargent's list      | 50&60&10%       |
| Lamp                         | 60&60&10%       |
| Picture                      | 50&10%          |
| Screw Hat                    | 60&10&70%       |
| Wardrobe                     | 60&10&60&10&10% |

## WROUGHT IRON AND STEEL—

|                             |                    |
|-----------------------------|--------------------|
| Cotton, 1/2 doz.            | \$1.25             |
| Wrought Staples, Hooks, &c. | See Wrought Goods. |

## MEAT—

|            |     |
|------------|-----|
| Enterprise | 40% |
|------------|-----|

## WIRE—

|                               |           |
|-------------------------------|-----------|
| Atlas, new list, single cases | 80%       |
| Atlas Metal Clasp             | 75&75&10% |
| Wire Coat and Hat, Acme       | 60%       |
| Wire Coat and Hat, Gem        | 70&10&75% |
| Wire Ceiling, Gem             | 70&10&75% |

## MISCELLANEOUS—

|                               |           |
|-------------------------------|-----------|
| Belt                          | 80%       |
| Covert Mfg. Co.:              |           |
| Safety Gate and Scuttle Hooks | 55&5%     |
| Graas, Wadsworth's            | 60%       |
| Cronk's, (Horse)              | 60%       |
| Hooks and Eyes, Brass         | 80&10%    |
| Hooks and Eyes, Mal. Iron     | 70&10%    |
| Cotton, box and hay           | 60&10&10% |

## Horse Clippers

|               |  |
|---------------|--|
| See Clippers. |  |
|---------------|--|

## Horse Nails

|                                            |                     |
|--------------------------------------------|---------------------|
| Nos. 6 7 8 9 1                             |                     |
| A. C.                                      | 25c 25c 25c 25c 25c |
| American, all sizes, net                   | 9&10%               |
| Nos. 6 7 8 9 10                            |                     |
| Anchor and 13c. net for all sizes 5 to 10. |                     |
| New Haven:                                 |                     |
| Nos. 6 7 8 9 10                            |                     |
| Assable                                    | 25c 25c 25c 25c 25c |
| C. B. K.                                   | 15c 15c 15c 15c 15c |
| Capwell                                    | 15c 15c 15c 15c 15c |
| Champion                                   | 25c 25c 25c 25c 25c |
| Clinton Fin.                               | 15c 15c 15c 15c 15c |
| Essex                                      | 25c 25c 25c 25c 25c |
| Lyra, all sizes, net                       | 10&10%              |
| Livingston                                 | 10&10%              |
| Mand S.                                    | 25c 25c 25c 25c 25c |
| Neponset, Nos. 5 to 10, 1 lb.              | 12c                 |
| Northwestern                               | 25c 25c 25c 25c 25c |
| Putnam                                     | 25c 25c 25c 25c 25c |
| New Putnam                                 | 15c 15c 15c 15c 15c |
| Vulcan                                     | 25c 25c 25c 25c 25c |
| Western                                    | 40&10%              |

## Shoes, Horse, Mule, &amp;c.

|                      |        |
|----------------------|--------|
| F. O. B. Pittsburgh: |        |
| Iron, per keg        | \$4.10 |
| Steel                | 3.85   |
| Burden's all sizes   | 3.50   |

## Horse Ties

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton           | 45% |
| Hemp             | 45% |
| Steel            | 35% |
| Jute             | 45% |

## Hose, Rubber

|                                 |        |
|---------------------------------|--------|
| Boston Belting Co.:             |        |
| "Boston"                        | 50%    |
| Niagara                         | 60%    |
| N. J. Cal. Spring & Rubber Co.: |        |
| Extra Para                      | 40&10% |
| Reliable                        | 50&10% |
| Staple                          | 60&10% |
| Standard                        | 70&10% |

## Hose Bands

|              |        |
|--------------|--------|
| Star Hydrant | 80&80% |
| Steam        | 70%    |

## Ice Awls, Chippers &amp;c

|                              |            |
|------------------------------|------------|
| Copeland Ice Pick, 1/2 gross | \$9.00 net |
| Crown                        | net        |
| Gem Ice Shave                | net        |
| Sargent's Ice Awls           | 55%        |
| Snell's                      | 60%        |
| Star                         | net        |

## Ice Cream Freezers

|                          |  |
|--------------------------|--|
| See Freezers, Ice Cream. |  |
|--------------------------|--|

## Ice Shredders

|                              |               |
|------------------------------|---------------|
| Enterprise, No. 33, 1/2 doz. | \$5.00 25&30% |
| No. 34, 1/2 doz.             | 15.00 25&30%  |

## Jack Chain

|            |  |
|------------|--|
| See Chain. |  |
|------------|--|

## Jacks

|                  |  |
|------------------|--|
| See Wagon Jacks. |  |
|------------------|--|

## Jack Screws

|             |  |
|-------------|--|
| See Screws. |  |
|-------------|--|

## Kettles

|                   |        |
|-------------------|--------|
| Spun brass, plain | 30&25% |
|-------------------|--------|

## Knives

|                                |            |
|--------------------------------|------------|
| Kimball's:                     |            |
| Bread Knives, 1/2 doz.         | \$1.50 20% |
| Butcher Knives                 | 25%        |
| Shoe Knives                    | 25%        |
| Cronk's Chopping, net 1/2 doz. | \$1.50     |
| Foster Bros., butcher, &c.     | 30%        |
| Table and Pocket, see Cutlery. |            |
| Wilson's Butcher Knives        | net        |

## Knives, Hay and Straw

|           |        |
|-----------|--------|
| Wadsworth | 40&10% |
|-----------|--------|

## Knife Sharpeners

|                                 |               |
|---------------------------------|---------------|
| Pike's:                         |               |
| Nat. Grit Carving Knife Hones   | \$3.00        |
| 1/2 doz.                        | \$1.15&\$1.25 |
| Solid Stone Carving Knife Hones | \$3.00        |
| 1/2 doz.                        | \$2.50        |
| Quick Edge Pocket Knife Hones   | \$3.00        |
| Mounted Kitchen Sandstone       | \$1.50        |
| 1/2 doz.                        | \$1.50        |

## Knobs

|                                            |               |
|--------------------------------------------|---------------|
| Bardley's wood, door, shutter and base     | 10&15%        |
| Base, rubber tip, 2 1/2 in. bead, 1/2 gro. | \$1.15&\$1.25 |
| Door Mineral                               | 65&70%        |
| Door Por. Jap'd                            | 70&75%        |
| Door Por. Nickel                           | \$2.10&\$2.20 |

## Lanterns

|                                |        |
|--------------------------------|--------|
| C. T. Ham, Class A, B, C and D | 40&10% |
|--------------------------------|--------|

## Latches

|                        |          |
|------------------------|----------|
| Cronk's barn door, net | 1/2 Doz. |
| Lane's Barn Door       | 40&10%   |

## Lawn Mowers

|                                             |        |
|---------------------------------------------|--------|
| Genuine Philadelphia Hand Mowers:           |        |
| Style A (all steel) 10 in. wheel            | 60&10% |
| Style E, Rear cut, 10 in. wheel             | 70&10% |
| Style K, C. M. S. T.                        | 70&10% |
| Drexels and Gold Coins                      | 40%    |
| Dewey's                                     | 30%    |
| "All Day" and "New" Mowers, net prices      |        |
| Genuine Philadelphia Horse and Pony Mowers: |        |
| 36 in. Wrought frame Philadelphia           | 30%    |
| 30 and 36 in. Phila. D. P. & S. & S.        | 40%    |
| Eagle 30, 35 & 40 in. S. & S.               | 30%    |
| 1 1/2, 30, 35 & 40 in. S. & S.              | 50%    |
| 25 & 30 in. 2 man or pony                   | 50%    |

## Lawn Sprinklers

|                              |                             |
|------------------------------|-----------------------------|
| Enterprise                   | 25&30%                      |
| Philadelphia Lawn Mower Co.: |                             |
| Philadelphia Lawn Sprinkler: |                             |
| No. 8                        | \$                          |
| Per Dozen                    | \$12.00 \$15.00 \$24.00 80% |
| Kohler's:                    |                             |
| Daisy, net, 1/2 doz.         | \$7.50                      |
| Mytic                        | 6.00                        |
| Rainmaker                    | 4.00                        |
| Dew Drop                     | 1.20                        |

## Leads

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton           | 45% |
| Hemp             | 45% |
| Jute             | 45% |
| Steel            | 35% |

## Lemon Squeezers

|                                                                     |          |
|---------------------------------------------------------------------|----------|
| Berger Bros., 1/2 doz., 8 in., \$1.00; 10 in., \$1.40 20%           |          |
| Hotchkiss, Straight Flush, 1/2 doz.                                 | \$9.00   |
| Little Giant                                                        | 60&60&5% |
| Porc. lined, Iron, 1/2 doz.                                         | \$1.75   |
| Porc. lined, Wood, 1/2 doz.                                         | \$1.25   |
| Wood, common, 1/2 gro., No. 0, \$5.25; No. 1, \$5.50; No. 2, \$5.75 |          |

## Levels

|                         |        |
|-------------------------|--------|
| C. E. Jennings & Co's.: |        |
| Hexagon                 | 25&10% |
| Iron Bench, new design  | 25&10% |

## Lifters

|                      |  |
|----------------------|--|
| See Transom Lifters. |  |
|----------------------|--|

## Lines

|                                                                               |                |
|-------------------------------------------------------------------------------|----------------|
| Cotton and Linen Fish                                                         | 40%            |
| Cotton Chalk, 30 feet                                                         | 40&10%         |
| Cotton Trot                                                                   | 20%            |
| Samson Cot., No. 4, \$2.90; 4 1/2, \$3.75                                     | 20%            |
| Silver Lake braided, 1/2 gro., No. 0, \$9.00; 1, \$9.50; 2, \$7.00; 3, \$7.50 | 20%            |
| Wire Clothes:                                                                 |                |
| 100 feet                                                                      | 18 19 30       |
| 75 feet                                                                       | 1.50 1.55 1.10 |

## Locks

## DOOR LOCKS, LATCHES, &amp; C—

|                      |     |
|----------------------|-----|
| Lockwood Mfg. Co.    | 40% |
| R. & E. Mfg. Co.     | 10% |
| Reading Hardware Co. | 40% |
| Sargent & Co.        | 40% |

## CABINET—

|                |     |
|----------------|-----|
| Eagle Lock Co. | 35% |
| Corbin         | 35% |
| Yale           | 35% |

## PADLOCKS—

|                                            |           |
|--------------------------------------------|-----------|
| Acme bicycle and satchel, 1/2 doz., \$9.00 | 40%       |
| Acme Sword Co.                             | 40&40%    |
| Brown's brass                              | 25%       |
| Brown's chain                              | 25%       |
| Champion                                   | 40%       |
| Eagle                                      | 40%       |
| Smith & Egge bicycle                       | 50%       |
| Wrought iron                               | 75&10&80% |
| Yale Lock Co.                              | 60%       |

## TRUNK—

|          |     |
|----------|-----|
| Corbin's | 40% |
| Eagle    | 40% |

## Machine Bolts

|            |  |
|------------|--|
| See Bolts. |  |
|------------|--|

## Mail Boxes

|                  |  |
|------------------|--|
| See Boxes, Mail. |  |
|------------------|--|

## Mallets

|                                    |          |
|------------------------------------|----------|
| Hickory                            | 45&5&50% |
| Lignumvite                         | 45&5&50% |
| Bilas                              |          |
| Carpenters, Tinnerns, Box, Carvers | 35%      |

## Maslin Kettles

|                  |  |
|------------------|--|
| See Hollow Ware. |  |
|------------------|--|

## Mattocks

|                              |           |
|------------------------------|-----------|
| Cronk's Garden, net 1/2 doz. | \$4.00    |
| Regular Goods                | 70&10&75% |

## Meat and Food Cutters

|                           |                               |
|---------------------------|-------------------------------|
| American                  | 30%                           |
| No. 1                     | 1 2 3 4 B 5                   |
| Each                      | \$5 \$7 \$10 \$25 \$50 \$80   |
| Dixon's, 1/2 doz.         | 30&10&40&10%                  |
| No. 1                     | 1 2 3 4                       |
| Each                      | \$14 \$17 \$19 \$30           |
| Enterprise                | 25&25&7 1/2%                  |
| No. 1                     | 5 10 15 20 22 32              |
| Each                      | \$2 \$5 \$2.75 \$5 \$4.50 \$5 |
| Little Giant              | 40&60%                        |
| No. 1                     | 305 \$10 \$12 \$20 \$22       |
| Each                      | \$35 \$48 \$44 \$72 \$88      |
| Woodruff's, 1/2 doz.      | 40&60%                        |
| No. 1                     | 100 150                       |
| Each                      | \$15 \$18                     |
| Beef Shavers (Enterprise) | 25&30%                        |

## Meat Juice Extractors

|            |        |
|------------|--------|
| Enterprise | 25&30% |
|------------|--------|

## Metals, Anti-Friction

|                               |        |
|-------------------------------|--------|
| Magnolia Metal Co.:           |        |
| Defender                      | 1/2 Lb |
| Defender                      | 30c    |
| Magnolia, Anti-Friction       | 15c    |
| Mystic                        | 25c    |
| f. o. b. New York or Chicago. | 15c    |

## Melting Ladies

|                           |           |
|---------------------------|-----------|
| Monroe's Patent, 1/2 doz. | \$4.00    |
| Sargent's                 | 60&60&10% |

## Mitre Boxes

|                             |        |
|-----------------------------|--------|
| C. E. Jennings & Co.        | 80&10% |
| Seaver, 1/2 doz.            | \$20   |
| Stanley Rule and Level Co.: |        |
| Nos. 240 to 480             | 30%    |
| Nos. 50 and 60              | 35%    |

## Mop Wringers

|                |          |
|----------------|----------|
| No. 1 Reliance | 1/2 Doz. |
| No. 2 Reliance | \$12.00  |
| Extra          | 15.00    |

## Motors

## COFFEE MILL—

|                             |        |
|-----------------------------|--------|
| Specialty Novelty Co., each | \$5.00 |
|-----------------------------|--------|

## Nails

|                                           |           |
|-------------------------------------------|-----------|
| WIRE AND CUT NAILS—                       |           |
| See Review of the Markets for Quotations. |           |
| Wire nails and brads, Papered Assn list,  |           |
| July, 1899                                | 85&85&10% |

## PICTURE—

|                                  |        |
|----------------------------------|--------|
| Niles' Patent                    | 40%    |
| Porcelain head, combination list | 60&10% |
| Porcelain head, Sargent's list   | 60%    |

## Nail Nippers

|                                  |         |
|----------------------------------|---------|
| "Gem," 1/2 gross lots, 1/2 gross | \$31.00 |
| less quantity, 1/2 dozen         | 2.00    |

## Nail Pullers

|                                                     |           |
|-----------------------------------------------------|-----------|
| Ajax, 5 lbs., 1/2 dozen, net                        | \$7.50    |
| Black Hawk, 1/2 dozen                               | 9.00      |
| Cyclops                                             | 40&10&60% |
| Cronk's, 1/2 dozen, net                             | \$12.00   |
| Eureka, No. 74, 1/2 doz., net                       | \$8.50    |
| Eureka, No. 75, 1/2 doz., net                       | \$9.00    |
| Giant, No. 1, 1/2 doz., \$18.00; No. 1 1/2, \$16.00 | 30&5%     |
| Lightning, 1/2 doz., \$18.00                        | 30%       |
| Morrills No. 1, list \$20.00                        | 50%       |
| National, 1/2 doz., \$24.00                         | 10%       |
| Pelican, 1/2 doz., \$9.00                           | 40&40&10% |
| Rollis Hardware Co., No. 1, \$18.00                 | 50&10%    |

## Nail Sets

|                             |           |
|-----------------------------|-----------|
| Hunters, Cup Point, knurled | 1/2 Gro   |
| Hunters, Cup Point, plain   | \$10.00   |
| Octagon                     | 4.00&4.75 |
| Round, assorted             | 2.00&3.25 |
| Square                      | 4.00&4.25 |
| Snell's:                    |           |
| Octagon, 1/2 gro.           | 55        |
| Corrugated                  | 55        |
| Knurled                     | 60&70%    |

## Nippers

|      |     |
|------|-----|
| Acme | 50% |
|------|-----|



## IRON PLANES—

|                            |           |
|----------------------------|-----------|
| J. E. Jennings & Co., Iron | 50¢10¢    |
| Sargent's                  | 60¢60¢10¢ |
| Standard Tool Co.          | 60¢60¢10¢ |
| Stanley Rule & Level Co.   | 35¢       |
| Bailey's                   | 30¢5¢     |
| Miscellaneous              | 30¢5¢     |

## PLANE IRONS—

|                      |          |
|----------------------|----------|
| Buck Bros.           | 80¢      |
| C. E. Jennings & Co. | 15¢10¢   |
| Stanley R. & L. Co.  | 35¢      |
| L. & I. J. White     | 30¢5¢25¢ |

## Pliers and Nippers

|                                    |              |
|------------------------------------|--------------|
| Acme Nippers                       | 50¢5¢        |
| Boston                             | 75¢10¢       |
| Cronk & Carrier Mfg. Co.           |              |
| American Button                    | 75¢10¢       |
| Cronk's                            | 60¢          |
| Stub's Pattern                     | 50¢          |
| Combination and others             | 50¢          |
| Heller's Farriers' Nippers         | 50¢          |
| and Tools                          | 40¢10¢40¢10¢ |
| The Nettleton Mfg. Co. Reversible  |              |
| Cutting Nippers                    | 40¢          |
| P. S. & W. Tinnors Cutting Nippers | 40¢          |
| Ulrich Drop Forge & Tool Co.       | 40¢          |
| Pliers and Nippers, all kinds      | 40¢          |

## Plow Bolts

|            |  |
|------------|--|
| See Bolts. |  |
|------------|--|

## Plumb Bobs

|                     |     |
|---------------------|-----|
| Keuffel & Esser Co. | 35¢ |
|---------------------|-----|

## Plumbs and Levels

|                                      |           |
|--------------------------------------|-----------|
| Cook's                               | 40¢10¢10¢ |
| Davis'                               |           |
| Inclinometers                        | 20¢       |
| Iron Levels                          | 25¢10¢    |
| Diston's Plumbs and Levels           | 60¢10¢    |
| Diston's Pocket Levels               | 60¢10¢    |
| C. E. Jennings & Co.'s Iron          | 35¢       |
| C. E. Jennings & Co.'s Iron, Adjust- |           |
| able                                 | 40¢7¢     |
| Stanley R. & L. Co.                  | 40¢       |
| Stanley's Duplex                     | 35¢       |
| Woods' Extension                     | 35¢       |

## Poachers

|                   |  |
|-------------------|--|
| See Egg Poachers. |  |
|-------------------|--|

## Police Goods

|              |     |
|--------------|-----|
| Tower & Lyon | 35¢ |
|--------------|-----|

## Polish Metal

|                                       |       |
|---------------------------------------|-------|
| Prestoline Liquid, new list           | 40¢   |
| Prestoline Paste                      | 40¢   |
| George William Hoffman                |       |
| U. S. Metal Polish Paste, 3 oz boxes, |       |
| 1/2 doz.                              | 50¢   |
| 1/2 gross                             | 4.50  |
| 1/2 pound boxes, 1/2 doz.             | 1.25  |
| 1/2 gross                             | 2.35  |
| U. S. Liquid, 8 oz cans, 1/2 doz.     | 1.25  |
| 1/2 gross                             | 12.00 |
| Barkeeper's Friend Metal Polish       |       |
| 1/2 doz.                              | 1.75  |
| 1/2 gross                             | 18.00 |

## Polish, Stove

|                                            |      |
|--------------------------------------------|------|
| Black Eagle benzine paste, 5 lb cans,      |      |
| 1 lb.                                      | 10¢  |
| Black Eagle, liquid, 10 oz. cans,          |      |
| 1/2 doz.                                   | 75¢  |
| Black Jack paste, 1/2 lb cans, 1/2 gross   | 9.00 |
| Ladd's Black Ebony, 1/2 lb cans, each      | 55¢  |
| Joseph Dixon's, 1/2 gross, \$5.75          | 10¢  |
| Dixon's Plumbago, 1/2 lb.                  | 8¢   |
| Firestone, 1/2 gross                       | 3.50 |
| Gem, 1/2 gross, \$4.50                     | 3.50 |
| Japanese, 1/2 gross                        | 3.50 |
| Jet black, per gross, 1/2 doz.             | 3.50 |
| Peerless Iron enamel, 10 oz. cans, 1/2 doz | 1.50 |
| Wynn's                                     |      |
| Black silk, 5 lb. pall, each               | 70¢  |
| Black silk, 1/2 lb. box, 1/2 doz.          | 1.00 |
| Black silk, 5 oz box, 1/2 doz.             | 75¢  |
| Black silk, 1/2 pint liquid, 1/2 doz.      | 1.00 |

## Poppers, Corn

|           |         |         |
|-----------|---------|---------|
| Square.   | 1/2 Doz | 1/2 Gro |
| 1 qt.     | 8.00    |         |
| 1 1/2 qt. | 10.00   |         |
| 2 qt.     | 12.00   |         |

## Post Hole Diggers

|                                  |                   |         |
|----------------------------------|-------------------|---------|
| Avery's New Break, 1/2 doz.      | \$34.00           | 60¢     |
| Diston's Samsun Digger, 1/2 doz. | \$34.00           | 25¢     |
| Kohler's                         |                   |         |
| Little Giant                     | 1/2 doz., net     | \$12.00 |
| Hercules                         | "                 | "       |
| Invincible                       | "                 | 9.00    |
| Pioneer                          | "                 | 7.30    |
| Universal                        | "                 | 14.00   |
| New Champion                     | "                 | 5.00    |
| Rival                            | "                 | 5.00    |
| Ryan's                           | 1/2 doz., \$20.00 | 35¢     |
| Iwan's                           | 1/2 doz.          | 75¢     |
| Split handle                     | net 75¢           | 25¢     |
| Perfection                       | "                 | 8.25    |
| Rockford Tack & Nail Co.         |                   |         |
| Rockford brand                   | 1/2 doz.,         | 8.50    |
| Atlas pattern                    | "                 | 7.50    |

## Post Hole Augers

|                        |       |
|------------------------|-------|
| Iwan's Patent Improved | 40¢5¢ |
| Vaughan's, 4 to 9 in.  | 6.00  |

## Potato Hooks, Etc

|                |           |
|----------------|-----------|
| Hoe Down Hooks | 75¢10¢25¢ |
| Hop Hooks      | 60¢10¢25¢ |
| Potato Hooks   | 70¢       |

## Powder

|                 |  |
|-----------------|--|
| See Ammunition. |  |
|-----------------|--|

## Presses

|                              |  |
|------------------------------|--|
| See Fruit and Jelly Presses. |  |
|------------------------------|--|

## Primers

|                 |  |
|-----------------|--|
| See Ammunition. |  |
|-----------------|--|

## Pruning Hooks and Shears

|                                          |        |
|------------------------------------------|--------|
| Cronk's Pruning Shears, all styles       | 35¢    |
| Diston's Combined Pruning Hook and       |        |
| Saw, 1/2 doz., \$18.00                   | 35¢    |
| Diston's Pruning Hook, 1/2 doz., \$12.00 | 25¢    |
| Smith's                                  |        |
| Pruning Shears                           | 60¢10¢ |
| Rockdale Pruners                         | 35¢    |
| Standard Tree Pruners                    | 75¢    |
| E. S. Lee & Co's Pruning Tools           | 40¢    |
| P. S. & W. Co's Shears                   | 35¢    |
| Waters' Tree Pruners                     | 75¢10¢ |

## Pulleys

|             |           |
|-------------|-----------|
| Awning      | 60¢60¢10¢ |
| Axle        | 60¢10¢20¢ |
| Brace screw | 45¢10¢    |
| Oiling      | 60¢10¢20¢ |

|                                            |                 |
|--------------------------------------------|-----------------|
| Clothes line, Japanned                     | 60¢             |
| Common Sense                               | 60¢             |
| Pump Walter                                | 60¢60¢10¢       |
| Pompey's Sash Pulley                       | 60¢             |
| 3/4 x 1/2 in. No. 3, 7, 2 in. 1/2 doz.     | 60¢             |
| Grand Rapids "all steel"                   | 50¢             |
| Hay Fork, swivel eye, 1/2 doz., 4 in.      | \$3.75          |
| 5 in.                                      | \$5.00          |
| Hay Fork, Hartz, 1/2 in., 1/2 doz., \$5.00 |                 |
| Hay Fork, 5 in., solid, \$5.70             | 60¢10¢          |
| Hot House                                  | 50¢             |
| Stowell's Anti-Friction, 5 in. wheel,      |                 |
| 1/2 doz., \$12.00                          | 40¢             |
| Side, Anti-Friction                        | 60¢             |
| Shade rack                                 | 45¢             |
| Upright                                    | 60¢10¢50¢10¢10¢ |

|                                       |              |
|---------------------------------------|--------------|
| Pumps                                 |              |
| Clatern, best grades                  | 60¢          |
| Pitcher Spout, best grades            | 75¢10¢75¢10¢ |
| Power Pumps, Myers                    | 50¢          |
| Spray Pumps, Myers                    | 60¢10¢       |
| Spray Pumps, Kohler's                 |              |
| Delay, net 1/2 doz.                   | \$ 7.50      |
| Mechanical, net 1/2 doz.              | 7.50         |
| F. E. Myers & Bro., low list          |              |
| No. 1, Fig. 323, 3/4 in. Shallow Well |              |
| Pump                                  | 18.00        |
| No. 3, Fig. 323, 3/4 in. Shallow Well |              |
| Pump                                  | 15.00        |
| No. 5, Fig. 307, 3 in. Deep Well      |              |
| Pump                                  | 15.00        |
| No. 6, Fig. 307, 3/4 in. Deep Well    |              |
| Pump                                  | 17.00        |
| No. 14, Fig. 321, 3 in. Deep or Shal- |              |
| low Well Pump                         | 15.00        |
| No. 22, Fig. 323, 3 in. Deep Well     |              |
| Pump                                  | 17.00        |
| No. 55, Fig. 321, 3 in. Shallow Well  |              |
| Pump                                  | 14.00        |
| No. 59, Fig. 322, 3/4 in. Shallow     |              |
| Well Pump                             | 17.00        |
| No. 7, Fig. 323, 3/4 in. Deep Well    |              |
| Pump                                  | 15.00        |
| No. 72, Fig. 323, 3 in. Deep Well     |              |
| Pump                                  | 15.00        |
| No. 102, Fig. 448, 3 in. Lift Pump    | 9.00         |
| No. 108, Fig. 448, 3/4 in. Lift Pump  | 11.00        |
| No. 129, Fig. 510, 3 in. Lift Pump    | 7.00         |
| No. 131, Fig. 510, 3/4 in. Lift Pump  | 8.50         |
| No. 225, Fig. 389, Windmill Pump      | 12.50        |
| No. 225, Fig. 408, Windmill Pump      | 16.00        |
| No. 240, Fig. 408, Regulator Pump     | 28.00        |
| No. 302, Fig. 477, Spray Pump, com-   |              |
| plete                                 | 11.50        |
| No. 380, Fig. 547, Knapsack Spray     |              |
| Pump                                  | 10.00        |
| Discount 50% f. o. b. Ashland.        |              |
| No. 398, Fig. 518, Low Down Tank      |              |
| Force Pump, net                       | 5.00         |
| No. 320, Fig. 492, Bucket Spray       |              |
| Pump, net                             | 2.00         |

|                         |           |
|-------------------------|-----------|
| Punches                 |           |
| Bemis & Call Co's.      |           |
| Cast Steel Drive        | 50¢       |
| Morrill's               | 50¢       |
| Niagara Hollow          | 40¢       |
| Niagara Solid           | 55¢10¢    |
| Saddlers or Drive, good | 60¢65¢10¢ |
| Snells' Tunnors         | 40¢5¢     |

|                                               |                       |
|-----------------------------------------------|-----------------------|
| Rail                                          |                       |
| Barn Door, Light, Inches                      | 1/2 1/2 3/4 1 1 1/2 2 |
| 100 feet                                      | \$1.40 1.35 2.20      |
| Barn Door, "None Better" No. 1, 1/2 ft.       | 35¢                   |
| Barn Door, "None Better" No. 2, 1/2 ft.       | 40¢                   |
| B. D. for N. E. Hangers                       |                       |
| Double Flange, 1/2 ft., 30                    | 70¢                   |
| Cronk's                                       |                       |
| O. N. T. style, No. 13                        | 2¢                    |
| Double braced, No. 10                         | 2¢                    |
| Lane's                                        |                       |
| O. N. T. 1 in., 100 ft., net                  | \$2.75                |
| O. N. T. 1 1/2 in., net                       | 4.00                  |
| O. N. T. 1 1/2 in., net                       | 4.00                  |
| Hinge Hanger, 1 in., 100 ft.                  | 3.50                  |
| 1 1/2                                         | 3.35                  |
| Stowell's Wrought steel                       | 25¢                   |
| Sliding Door, Bronzed Wrought iron,           |                       |
| 1/2 ft.                                       | 5.00                  |
| Sliding Door, Steel, Brass Plated, 1/2 ft.    | 5.50                  |
| Sliding Door, Wrought brass, 1 1/2 in 1/2 lb. | 25¢                   |
| Victor Track Rail, 75 ft.                     | 60¢10¢25¢             |

|                     |                        |
|---------------------|------------------------|
| Rakes, Etc          |                        |
| Malleable           | 70¢10¢                 |
| New Champion        | \$3.75, 4.00, 4.25 net |
| Victor              | \$3.00, 3.25, 3.50 net |
| Anti-Clog Lawn      | \$4.00 net             |
| Never Break Garden  | 75¢10¢                 |
| Queen City Lawn     | 40¢                    |
| Kohler's            |                        |
| Lawn Queen, 20      | \$3.15                 |
| Jumbo Lawn, 20      | 3.25                   |
| Paragon (wood head) | 5.40                   |
| Steel Garden, 10th  | 2.00                   |
| " 12th              | 2.10                   |
| " 14th              | 2.25                   |
| " 16th              | 2.40                   |

|                          |           |
|--------------------------|-----------|
| Rasps, Horse             |           |
| Diston's                 | 75¢       |
| New Nicholson Horse Rasp | 70¢10¢75¢ |
| See also Files.          |           |

## Razors

|                                    |          |
|------------------------------------|----------|
| Electric                           | List Net |
| Boracic                            | 60¢      |
| Fox                                | 40¢      |
| J. E. Torrey Razor Co.             | 20¢      |
| Wostenholm & Butcher, \$10.00 to 2 | 10¢      |

## Razor Hones

|                                     |             |
|-------------------------------------|-------------|
| Pike Mfg. Co.                       |             |
| Belgian German and Swaty, all sizes | 50¢         |
| Pike's Selling Assortments:         |             |
| Assortment No. 1                    | \$18.00 net |
| " No. 2                             | 10.00 net   |

## Registers and Ventilators

|                                      |           |
|--------------------------------------|-----------|
| HOT AIR—                             |           |
| New list, July 1, 1906:              |           |
| Black Japanned, White Japanned,      |           |
| Bronzed Finishes, Electro-Plated and |           |
| Nickel Plated                        | 65¢10¢70¢ |
| White Porcelain                      | 60¢       |
| Solid Brass and Bronze Metal         | 40¢10¢    |

## Revolving Chimney Tops

|                |     |
|----------------|-----|
| Iwan's Volcano | 55¢ |
|----------------|-----|

## Rifle Cleaners

|                                    |        |
|------------------------------------|--------|
| Bishop's                           |        |
| Small Bore Rifle Cleaner, 1/2 doz. | \$3.00 |

## Rings

|                         |  |
|-------------------------|--|
| See Bull and Hog Rings. |  |
|-------------------------|--|

## Rivets and Burrs

|                 |           |
|-----------------|-----------|
| COPPER—         |           |
| Belt with Burrs | 25¢10¢10¢ |
| Hose with Burrs | 25¢10¢10¢ |

## IRON OR STEEL—

|                         |        |
|-------------------------|--------|
| New list, Jan. 3, 1904. |        |
| Tinners                 | 70¢10¢ |
| Miscellaneous           | 70¢10¢ |

## Rivet Sets

|              |     |
|--------------|-----|
| Regular list | 70¢ |
|--------------|-----|

## Rollers, Stay

|           |                          |
|-----------|--------------------------|
| Cronk's   |                          |
| No. 1     | 50 55 56 60 65           |
| 1/2 Dozen | .90c .80c .75c .75c .75c |

## Rope

|                         |        |
|-------------------------|--------|
| Cotton Rope             | 1/2 lb |
| Best 1/2 in. and larger | 15¢10¢ |
| Medium                  | 15¢10¢ |
| 1/2 in. and larger      | 10¢    |
| Common                  | 10¢    |

## Jute Rope

|             |          |
|-------------|----------|
| No. 1 grade | 8 1/2¢9¢ |
| No. 2 grade | 8 1/2¢9¢ |

## Manilla Rope

|                     |         |
|---------------------|---------|
| 7-16 in. and larger | 13¢     |
| 5 in. and 5-16      | 14¢     |
| 5 in. and 5-16      | 14¢     |
| 7-16 in. and larger | 9 1/2¢  |
| 5 in. and 5-16      | 9 1/2¢  |
| 5 in. and 5-16      | 10 1/2¢ |

## Root Cutters

|        |     |
|--------|-----|
| Lane's | 25¢ |
|--------|-----|

## Rules

|              |                 |
|--------------|-----------------|
| Athol, Steel | 35¢             |
| Borwood      | 60¢10¢60¢10¢10¢ |
| Ivory        | 35¢10¢35¢10¢5¢  |

## Keuffel &amp; Esser Co.

|               |        |
|---------------|--------|
| Folding, wood | 35¢10¢ |
| " steel       | 35¢10¢ |

## Larkin's

|        |        |
|--------|--------|
| steel  | 50¢10¢ |
| Lumber | 60¢    |

## Miscellaneous, Stanley's

|  |     |
|--|-----|
|  | 60¢ |
|--|-----|

## Sad Irons

|                 |     |
|-----------------|-----|
| DOVER ASBESTOS— |     |
| Polishing       | 50¢ |
| Pressing        | 50¢ |
| Laundry         | 45¢ |
| Sleeve          | 50¢ |
| Tourist         | 50¢ |
| Toy             | 50¢ |

## Blacklock

|                                         |        |
|-----------------------------------------|--------|
| Plain black in cases, 1/2 100 lbs.      | \$3.75 |
| Bronze finished in cases, 1/2 100 lbs.  | 3.15   |
| Aluminum finish, in cases, 1/2 100 lbs. | 2.25   |
| Full nickel, in cases, 1/2 100 lbs.     | 3.75   |

## COLD HANDLED—

|                                      |                |
|--------------------------------------|----------------|
| Enterprise Mfg. Co. of Pa. New List. | 12 1/2¢17 1/2¢ |
|--------------------------------------|----------------|

## Safety Fuse

|           |  |
|-----------|--|
| See Fuse. |  |
|-----------|--|

## Safety Lifts

|                      |           |
|----------------------|-----------|
| Burr Mfg. Co., steel | 70¢10¢10¢ |
|----------------------|-----------|

## Sand and Emery Paper and

|                              |           |
|------------------------------|-----------|
| Cloth                        |           |
| Baeder, Adamson & Co's list: |           |
| Emerald cloth                | 50¢10¢    |
| Garnet paper                 | 50¢10¢    |
| Flint and emery paper        | 50¢10¢50¢ |

## Sash Balances

|                   |           |
|-------------------|-----------|
| Caldwell Mfg. Co. | 50¢       |
| Pullman           | 60¢10¢50¢ |
| Victor bronze     | 75¢       |
| Victor steel      | 70¢       |

## Sash Chain

|                   |        |
|-------------------|--------|
| Competition       | 60¢10¢ |
| Giant             | 40¢    |
| Pullman bronze    | 60¢    |
| Pullman cop steel | 60¢10¢ |
| Royal metal       | 60¢    |

## Sash Cord &amp; Weight Fastener

|                  |     |
|------------------|-----|
| Ives             | 35¢ |
| Titan (Tight-on) | 35¢ |

## Sash Cord

|                            |            |
|----------------------------|------------|
| Cable Laid Italian, 1/2 lb | 10¢10¢     |
| Cable Laid Russian, 1/2 lb | 15¢        |
| Common India, 1/2 lb       | 10¢10¢     |
| Patent Russia, 1/2 lb      | 15¢        |
| Patent India, 1/2 lb       | 12 1/2¢13¢ |
| Silver Lake                |            |

## A Quality, drab, 1/2 lb.

|                          |     |
|--------------------------|-----|
| A Quality, white, 1/2 lb | 45¢ |
| B Quality, drab, 1/2 lb  | 40¢ |
| B Quality, white, 1/2 lb | 35¢ |



## BENCH, HAND, ETC.

|                                                     |        |
|-----------------------------------------------------|--------|
| Bench, iron, 1 in., 100 lbs.                        | \$2.50 |
| Bench, iron, 1 1/2 in., 150 lbs.                    | \$3.50 |
| Bench, wood, 24 in. x 36 in.                        | \$2.50 |
| Jack Screws, Miller's Falls, roller bearing         | \$5.00 |
| Jack Screws, Miller's Falls, without roller bearing | \$4.00 |
| Jack Screws, P. S. & W.                             | \$5.00 |
| Jack Screws, Sargent's                              | \$7.00 |

## Scroll Saws

|                           |       |
|---------------------------|-------|
| Crickets                  | 10.00 |
| C. E. Jennings & Co.      | 25.00 |
| Lesker, complete, \$10.00 | 15.00 |
| Rogers, complete, \$4.00  | 15.00 |

## Scythes

|                                                                                                        |        |
|--------------------------------------------------------------------------------------------------------|--------|
| Cronk's                                                                                                | \$ Doz |
| Wadsworth's                                                                                            | \$3.00 |
| Natural Finish, grass: Polished Blade, grass: Painted or Bronzed, grass: Clipper, Grain; Weed and Bush | 40%    |

## Scythe Rifles

|                         |     |
|-------------------------|-----|
| 2-Coat, 7 gro., \$10.00 | 40% |
| 4-Coat, 7 gro., \$13.00 | 40% |

## Scythe Stones

|                             |            |
|-----------------------------|------------|
| Pike's Selling Assortments: | \$ Gro     |
| Assortment "A"              | \$4.75 net |
| Assortment "B"              | \$5.75 net |
| No. 1, Indian Pond          | \$ 7.00    |
| No. 2, " "                  | 4.50       |
| White Mountain              | 9.00       |
| Black Diamond               | 12.00      |
| Lamolle                     | 11.00      |
| Green Mountain              | 11.00      |
| Leader Red End              | 4.50       |
| Willoughby Lake             | 9.00       |
| Extra Quinebog              | 7.00       |
| Pike's Corner Inn           | 18.00      |
| Quick Cut Emery             | 10.00      |

## Seeders

|                    |       |
|--------------------|-------|
| Raisin, Enterprise | 25.00 |
|--------------------|-------|

## Shears

|                                       |       |
|---------------------------------------|-------|
| Acme (cast)                           | 40.00 |
| Atma, Steel Japanned                  | 80.00 |
| Atma, Steel Nickle                    | 70.00 |
| Barnard Lamp Trimmers                 | 40%   |
| Carrier Cutlery Co.                   |       |
| N. P. Straight Trimmers               | 63.50 |
| N. P. Bent Trimmers                   | 66.50 |
| Japanned Straight                     | 70.00 |
| Japanned Bent                         | 70.00 |
| Heinrich's                            |       |
| Straight Trimmers, etc.               | 60.00 |
| Tailors' Shears                       | 1.00  |
| Timmers' Snips                        | 40%   |
| Pruning, See Pruning Hooks and Shears |       |
| Seymour's Standard List:              |       |
| Japanned                              | 70%   |
| Nickle                                | 60%   |
| Standard Cutlery Co.                  |       |
| Nickle                                | 70.00 |
| Star Brand:                           |       |
| Nickle Scissors                       | 60%   |
| Nickle Shears                         | 60%   |
| Japan Shears                          | 70%   |
| Tailors' Shears                       | 50%   |
| Pruners                               | 70%   |
| Timmers' Snips                        | 10%   |

## Shears, Hedge

|                      |     |
|----------------------|-----|
| Wm. Wilkinson & Sons | 50% |
|----------------------|-----|

## Sheep Shears

|             |       |
|-------------|-------|
| Wilkinson's |       |
| 1900 List   | 30.00 |

## Sheaves

## SLIDING DOOR—

|                         |       |
|-------------------------|-------|
| Corbin's list           | 60.00 |
| Hatfield's Patent       | 70.00 |
| Stowell's Anti-Friction | 50%   |
| Patent Roller           | 60.00 |

## SLIDING SHUTTER—

|                |     |
|----------------|-----|
| Sargent's list | 70% |
|----------------|-----|

## Shells

|                |  |
|----------------|--|
| See Ammunition |  |
|----------------|--|

## Ship Tools

|               |     |
|---------------|-----|
| L. & J. White | 25% |
|---------------|-----|

## Shot

|                |  |
|----------------|--|
| See Ammunition |  |
|----------------|--|

## Shovels and Spades

|                                 |            |
|---------------------------------|------------|
| Association List, Nov. 15, 1902 | 40%        |
| F. E. Kohler Co.                | net prices |
| Avery Stamping Co.              | 40%        |

## Snow Shovels

|                 |        |
|-----------------|--------|
| Long Handles    | \$2.75 |
| Black D Handles | \$3.25 |

## Shutter Bars

|       |     |
|-------|-----|
| Ives' | 45% |
|-------|-----|

## Shutter Bolts

|                    |  |
|--------------------|--|
| See Bolts, Shutter |  |
|--------------------|--|

## Skate Sharpeners

|        |                                  |
|--------|----------------------------------|
| Eureka | \$ doz. \$1.75; \$ gro., \$18.00 |
|--------|----------------------------------|

## Slaters' Tools

|        |     |
|--------|-----|
| Plumbe | 80% |
|--------|-----|

## Slaw and Krant Cutters

|                                               |     |
|-----------------------------------------------|-----|
| Diston's                                      |     |
| Slaw, vegetable, corn grater, turnip shredder | 25% |
| Krant cutters, 24x7, 24x3, 30x3               | 35% |
| Krant cutters, 24x12, 40x12                   | 35% |

## Tacks and Dorsey

|                      |        |
|----------------------|--------|
| 1 knife, 7 gro.      | \$1.00 |
| 2 knives, 7 gro.     | \$2.50 |
| Krant cutters        | 40%    |
| Woodrough & McParlin | 40%    |

## Sledges and Heavy Hammers

|             |  |
|-------------|--|
| See Hammers |  |
|-------------|--|

## Slicers

|                       |     |
|-----------------------|-----|
| Vegetable, Enterprise | 25% |
|-----------------------|-----|

## Smith's' Bellows

|             |  |
|-------------|--|
| See Bellows |  |
|-------------|--|

## Snaps, Harness, &amp;c

|                  |       |
|------------------|-------|
| German, new list | 40.00 |
| Sargent's        | 50.00 |
| Patent Guarded   | 60.00 |
| Covered Spring   | 60.00 |

## Covert Mfg. Co.

|                                  |       |
|----------------------------------|-------|
| Covert Breast strap, bkls maps   | 40%   |
| Yankee Breast strap, bkls maps   | 30.00 |
| Breast strap protector           | 45%   |
| Double for bits or trace carrier | 45%   |
| Trojan maps                      | 45%   |
| High grade maps                  | 45%   |
| Jockey maps                      | 45%   |
| Derby snaps                      | 30.00 |
| Rope snaps                       | 40%   |
| Yankee maps                      | 30.00 |

## Scythe Snaths

|                    |       |
|--------------------|-------|
| National Snath Co. | 45.00 |
| Grain cradles      | 40.00 |

## Spoke Shaves

|                                |       |
|--------------------------------|-------|
| Bailey's (Stanley B. & L. Co.) | 50.00 |
| Razor Edge                     | 25%   |
| Iron, 7 doz.                   | 50.00 |
| Miller's Falls                 | 15.00 |
| Seymour Smith & Sons, Iron     | 20%   |
| Wm. Johnson's                  | 80%   |
| Wood, best                     | 80%   |
| Wood, second quality           | 80%   |

## Spoons and Forks

## SILVER PLATED FLAT WARE—

|                          |       |
|--------------------------|-------|
| International Silver Co. |       |
| "1847"                   | 40.00 |
| "Anchor"                 | 80%   |
| "Eagle"                  | 50.00 |
| "Star"                   | 50.00 |
| Rogers, Smith & Co.      | 50.00 |
| Rogers & Hamilton        | 40.00 |
| Holmes & Edwards         | 50.00 |
| German silver, unplated  | 60.00 |

## KNIVES AND FORKS, NO. 12—

|                     |             |
|---------------------|-------------|
| "1847"              | \$ Doz. Net |
| "Anchor"            | \$3.50      |
| "Eagle"             | 3.25        |
| "Star"              | 3.25        |
| Rogers, Smith & Co. | 3.25        |
| Rogers & Hamilton   | 3.25        |
| Holmes & Edwards    | 3.75        |

## Springs

|                  |  |
|------------------|--|
| See Door Springs |  |
|------------------|--|

## Spring Balances

|              |  |
|--------------|--|
| See Balances |  |
|--------------|--|

## Spring Hinges

|            |  |
|------------|--|
| See Hinges |  |
|------------|--|

## Squares

|                                          |       |
|------------------------------------------|-------|
| Diston's Try square & T bevels, new list | 67.50 |
|------------------------------------------|-------|

|                                      |       |
|--------------------------------------|-------|
| Try square and T bevel               | 60.00 |
| Winterbottom's Try and Mitre         | 70%   |
| Iron Handle                          | 35%   |
| Wood Handle                          | 40%   |
| Nickle-plated, new list, Jan. 5, '00 | 70.00 |
| Steel and Iron                       | 70.00 |

## Staples

|                                        |       |
|----------------------------------------|-------|
| Barbed blind, 1/2, 3/4, & 1 in., 1 lb. | 60.00 |
| Poultry Netting                        | 3.50  |

## FENCE—

|                                            |  |
|--------------------------------------------|--|
| Same price as Barb Wire, see trade report. |  |
|--------------------------------------------|--|

## Stay Rollers

|                             |        |
|-----------------------------|--------|
| Cronk's, No. 50, net 7 doz. | \$1.00 |
| " " " " " "                 | 80c    |
| " " " " " "                 | 84c    |
| " " " " " "                 | 80c    |
| " " " " " "                 | 80c    |
| Lane's, Nos. 1, 2 and 3     | 40%    |

## Steels

|                     |     |
|---------------------|-----|
| Chatillon's "Dicks" | 80% |
| Foster Bros.        | 80% |

## Stocks and Dies

## BICYCLE—

|               |       |
|---------------|-------|
| Holroyd & Co. | 40.00 |
|---------------|-------|

## BLACKSMITH'S—

|                                 |       |
|---------------------------------|-------|
| Butterfield's                   | 35.00 |
| Gardner                         | 80.00 |
| Holroyd & Co.                   | 50.00 |
| Holroyd's R'd Adj. screw plates | 50%   |
| Reece's new screw plates        | 25%   |
| Lightning screw plate           | 25%   |

## PIPE MAKERS—

|               |       |
|---------------|-------|
| Holroyd & Co. | 80.00 |
|---------------|-------|

## Stones

|               |  |
|---------------|--|
| See Oilstones |  |
|---------------|--|

## Stops

|                 |  |
|-----------------|--|
| See Bench Stops |  |
|-----------------|--|

## Store Door Handles

|             |  |
|-------------|--|
| See Handles |  |
|-------------|--|

## Store Ladders

|                  |     |
|------------------|-----|
| Lane's           | 10% |
| Myers' Noiseless | 50% |

## Stove Bolts

|           |  |
|-----------|--|
| See Bolts |  |
|-----------|--|

## Stove Polish

|                   |  |
|-------------------|--|
| See Polish, Stove |  |
|-------------------|--|

## Sweepers

|                     |  |
|---------------------|--|
| See Carpet Sweepers |  |
|---------------------|--|

## Tackle Blocks

|            |  |
|------------|--|
| See Blocks |  |
|------------|--|

## Tacks, Finishing Nails, &amp;c

|                                |       |
|--------------------------------|-------|
| New List, May 1, 1905          |       |
| American Carpet Tacks          | 30.00 |
| American Cut Tacks             | 30.00 |
| Swedes Cut Tacks               | 30.00 |
| Swedes Upholsterers'           | 30.00 |
| Gimp Tacks                     | 30.00 |
| Lace Tacks                     | 30.00 |
| Trimmers' Tacks                | 30.00 |
| Looking Glass Tacks            | 60%   |
| Bill Posters' & Railroad Tacks | 80.00 |
| Hungarian Nails                | 80.00 |
| Finishing Nails                | 70.00 |
| Trunk and Clout Nails          | 80%   |

|                                                                                                                                     |  |
|-------------------------------------------------------------------------------------------------------------------------------------|--|
| NOTE—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10% is given on light weights. |  |
|-------------------------------------------------------------------------------------------------------------------------------------|--|

## MISCELLANEOUS—

|                         |       |
|-------------------------|-------|
| Double Point, in dozens | 80.00 |
|-------------------------|-------|

## Tack Pullers

|                              |        |
|------------------------------|--------|
| Columbia, No. 1, 7 doz., net | \$5.00 |
| " " " " " "                  | 1.00   |
| Little Jack, 7 doz., net     | 1.00   |

## Tapes, Measuring

|                             |       |
|-----------------------------|-------|
| Eddy's                      |       |
| American Assee's skin       | 40.00 |
| Leather Case                | 25.00 |
| Star steel                  | 40.00 |
| Steel                       | 30.00 |
| Chestermans                 | 25.00 |
| Kenfield & Esser Co.        | 40.00 |
| "Favorite" Ass skin         | 40.00 |
| "Favorite" Duck & Leather   | 25.00 |
| Metallic steel, lower list  | 35.00 |
| Pocket                      | 35.00 |
| Larkin's steel and metallic | 30.00 |

## Tap Borers

|                 |  |
|-----------------|--|
| See Borers, Tap |  |
|-----------------|--|

## Tap

|                        |       |
|------------------------|-------|
| American Screw Co.     |       |
| Machine screw          | 70%   |
| Holroyd & Co.          | 60.00 |
| Blacksmiths            | 60.00 |
| Machine screw          | 75.00 |
| Machinists' Hand:      |       |
| 1-16 to 1 1/2 in. inc. | 65.00 |
| 1 1/2 to 2 in.         | 50.00 |
| 2 1/2 to 3 in. inc.    | 35.00 |
| 3 1/2 to 4 in. inc.    | 30%   |
| Pipe, 1/2 to 1 1/2 in. | 30.00 |
| Pipe, 2 to 3 in.       | 30.00 |
| Pipe, 3 1/2 and 4 in.  | 66.00 |

## Tap Wrench

|                         |     |
|-------------------------|-----|
| Rollin Hdw. Co., \$2.00 | 50% |
|-------------------------|-----|

## Thumb Latches

|             |  |
|-------------|--|
| See Handles |  |
|-------------|--|

## Ties, Wall and Veneer

|                                 |       |
|---------------------------------|-------|
| The Metal Stamping Co., Niagara | 30.00 |
|---------------------------------|-------|

## Tinware

|                              |            |
|------------------------------|------------|
| Stamped, Japanned and Pieced | net prices |
|------------------------------|------------|

## Tire Bolts

|           |  |
|-----------|--|
| See Bolts |  |
|-----------|--|

## Timber Scribes

|                |     |
|----------------|-----|
| Bemis & Call's | 80% |
|----------------|-----|

## Tobacco Cutters

|                        |       |
|------------------------|-------|
| National Specialty Co. | 40%   |
| Enterprise Mfg. Co.    | 25.00 |

## Toilet Clippers

|              |  |
|--------------|--|
| See Clippers |  |
|--------------|--|

## Trace Holders

|                         |            |
|-------------------------|------------|
| Fernald's, 7 doz. pairs | net \$1.25 |
|-------------------------|------------|

## Trammel Points

|                                |       |
|--------------------------------|-------|
| C. E. Jennings & Co., "Eureka" | 25%   |
| Diston's                       | 60.00 |
| Sargent's                      | 40.00 |
| Stanley's                      | 45%   |

## Transom Lifters

|                                        |            |
|----------------------------------------|------------|
| Payson's solid grip, Nos. 648 and 644, | \$100, net |
| Payson's                               | \$35.00    |
| Balance, Iron list                     | 70.00      |

## Traps

|         |                                |
|---------|--------------------------------|
| FLY—    |                                |
| Balloon | 7 doz. \$1.25, 7 gro., \$12.00 |
| Globe   | 1.25                           |
| Harper  | 1.40                           |

## GAME—

|                 |       |
|-----------------|-------|
| Enterprise Mole | 15.00 |
| Hawley's No. 1  | 65%   |
| Newhouse        | 45.00 |
| Victor          | 70.00 |

## MOUSE AND RAT—

|                                           |             |
|-------------------------------------------|-------------|
| Hotchkiss                                 |             |
| Metallic Mouse                            | 50%         |
| Improved Rat                              | 50%         |
| New Rat                                   | 50%         |
| Mouse, round wire, 7 doz., \$1.00         | 10%         |
| Mouse, wood, choker, 7 doz. holes         | 13c         |
| Marty French rat & mouse traps (Genuine): |             |
| No. 1, Rat, 7 doz.                        | \$18.25     |
| No. 2, Rat, 7 doz., \$5.25; case of 50    | 5.75        |
| No. 3, Rat, 7 doz., \$5.25; case of 72    | 4.70        |
| No. 4, Mouse, 7 doz., \$3.25; " 150       | 3.00        |
| No. 5, " " " " " "                        | 3.00; " 150 |
| Smith & Edge Mfg. Co.                     |             |
| Superior Rat Trap                         | \$15.00     |
| Yankee Mouse Trap                         | 5.50        |
| Yankee Rat Trap                           | 11.00       |

## Trouser Hangers

|                       |         |
|-----------------------|---------|
| Pullman No. 1, 7 gro. | \$ 9.00 |
| " " " " " "           | 24.00   |

## Trowels, Mechanics

|                                  |       |
|----------------------------------|-------|
| Brade's Brick                    | 80%   |
| Diston's                         |       |
| Brick and Pointing               | 25%   |
| Plastering                       | 20%   |
| "Standard Brand" and Garden      | 80%   |
| C. E. Jennings & Co.             |       |
| Brick                            | 80%   |
| Plastering                       | 25%   |
| Pointing                         | 20%   |
| W. & McP. Plastering             | 25%   |
| "Rose" Brick, Plating & Moulding | 25.00 |

## Trowels, Garden

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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| Mal. Hdl. Jap., 7 gross, net.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | \$4.20 |
| " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " 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- Expansion Bolts**  
Star Expansion Bolt Co., New York.
- Fans (Ventilating, Ceiling)**  
D. L. Bates & Bro., Dayton, Ohio.  
The A. Rosenberg Co., Baltimore, Md.
- Farm Fencing**  
New Jersey Wire Cloth Co., Trenton and New York
- Farming Tools**  
Am. Fork & Hoe Co., Cleveland, O.
- Fences, Wire and Iron**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Ohio Structural Iron Co., Sandusky, O.  
Van Dorn Iron Works Co., Cleveland, O.
- Files**  
G & H. Barnett Co., Philadelphia  
Carver File Co., Philadelphia, Pa.  
Alfred Field & Co., New York  
Nicholson File Co., Providence, R. I.
- Filters**  
Buffalo Mfg. Co., Buffalo, N. Y.  
Champion Safety Lock Co., Geneva, O.  
Fulper Pottery Co., Flemington, N. J.  
N. A. Watson, Erie, Pa.
- Fire Arms**  
Alfred Field & Co., New York  
Harrington & Richardson Arms Co., Worcester, Mass.  
Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Fire Escapes**  
Ohio Structural Iron Co., Sandusky, O.
- Fishing Reels**  
A. F. Melisbach & Bro., Newark, N. J.
- Fishing Tackle**  
Clark, Horrocks Co., Utica, N. Y.  
E. J. Martin's Sons, Rockville, Conn.
- Flint Paper**  
Baeder & Adamson Co., Phila. and N. Y.
- Floor Plates**  
American Tube and Stamping Co., Bridgeport, Conn.
- Food Choppers**  
Enterprise Mfg. Co. of Pa., Philadelphia
- Foot Presses**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Forgings, Carriage**  
Columbus Bolt Works, Columbus, O.
- Forging Drops**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Forks**  
American Fork & Hoe Co., Cleveland, O.
- Freezers (Ice Cream)**  
North Bros. Mfg. Co., Philadelphia, Pa.
- Fruit Jar Wrenches**  
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**  
Enterprise Mfg. Co. of Pa., Philadelphia
- Furnace Shovels**  
Geneva Tool Co., Geneva, Ohio
- Fry-Pan Lids and Pot Covers**  
Kitchen Specialty Mfg. Co., Reading, Pa.
- Galvanized Hoops, Bars & Bands**  
Harold McCalla, Philadelphia, Pa.
- Galvanized Wire**  
Fuller Bros. & Co., New York
- Galvanized Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Garden Hose**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Garbage Cans**  
Atlantic Stamping Co., Rochester, N. Y.
- Garden Rakes—Steel**  
Am. Fork & Hoe Co., Cleveland, O.  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Garden Tools**  
Alfred Field & Co., New York  
Am. Fork & Hoe Co., Cleveland, O.
- Garden Trowels (Never Break)**  
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**  
Baeder & Adamson Co., Phila. and N. Y.
- Gas Cooking Ranges**  
Albany Foundry Co., Albany, N. Y.
- Gas Heaters**  
Albany Foundry Co., Albany, N. Y.
- Gas Industrial Appliances**  
Albany Foundry Co., Albany, N. Y.
- Gas Machines and Mixers**  
C. M. Kemp Mfg. Co., Baltimore, Md.
- Gas Pliers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Gas Ranges**  
Albany Foundry Co., Albany, N. Y.
- Gasfitters' Supplies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**  
Taylor & Boggis Foundry Co., Cleveland, O.
- Gauges, Butt**  
Stanley Rule and Level Co., New York
- Gimlets**  
C. E. Jennings & Co., New York.
- Glass Cutters**  
W. L. Barrett, Bristol, Conn.
- Glue**  
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Government Contracts**  
U. S. Government Advertiser, Washington, D. C.
- Grain Cradles**  
Am. Fork & Hoe Co., Cleveland, O.
- Grain and Barley Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Graphite**  
Jos. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**  
Am. Fork & Hoe Co., Cleveland, O.  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Grass Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Grinding Machines**  
The Tanite Co., Stroudsburg, Pa.
- Gummers, Saw**  
Henry Diston & Sons, Phila., Pa.
- Guns**  
Alfred Field & Co., New York  
Harrington & Richardson Co., Worcester, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.  
Trout Hardware Co., Chicago, Ill.
- Hack Saw Blades, Sterling**  
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Hack Saw Frames**  
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Hack Saws (Sterling)**  
Diamond Saw & Stamping Co., Buffalo, N. Y.
- Hack Saws (Universal)**  
West Haven Mfg. Co., New Haven, Conn.
- Hair Felting**  
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Halter Chains**  
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**  
Covert Mfg. Co., Troy, N. Y.
- Hammers**  
Henry Cheney Hammer Co., Little Falls, N. Y.  
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**  
Henry Cheney Hammer Co., Little Falls, New York
- Hand and Foot Power Grinders**  
Royal Mfg. Co., Lancaster, Pa.
- Handles**  
Walter A. Zeinicker Supply Co., St. Louis, Mo.
- Handles, Tool**  
Berger Bros. Co., Philadelphia
- Hangers, Barn Door**  
Cronk & Carrier Mfg. Co., Elmira  
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**  
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**  
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**  
Berger Bros. Co., Philadelphia.  
Walworth Mfg. Co., Boston, Mass.
- Hardware Jobbers**  
Kelley-How-Thomson Co., Deluth, Minn.  
Trout Hardware Co., Chicago, Ill.
- Hardware Mfrs' Agents, Etc.**  
Robert Murray, New York
- Hardware Specialties**  
Enterprise Mfg. Co. of Pa., Phila.  
Alfred Field & Co., New York  
Forsyth Mfg. Co., Buffalo, N. Y.  
H. B. Ives Co., New Haven, Conn.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Robert Murray, New York  
Parker Wire Goods Co., Worcester, Mass.  
Taylor & Boggis Foundry Co., Cleveland, O.
- Harness Dressing**  
Frank Miller Co., New York, N. Y.
- Harness Snaps**  
Covert Mfg. Co., Troy, N. Y.
- Hatchets**  
Peck Edge Tool Co., Cohoes, N. Y.
- Hasps and Staples**  
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**  
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Hay Racks**  
Ohio Structural Iron Co., Sandusky, O.
- Hedge Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Hinges**  
Griffin Mfg. Co., Erie, Pa.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.
- Hinges, Spring**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago
- Hitching Posts**  
Ohio Structural Iron Co., Sandusky, O.
- Hoes**  
American Fork & Hoe Co., Cleveland, O.
- Hoisting Machinery**  
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**  
S. R. Dreescher, New York.  
Alfred Field & Co., New York  
Pike Mfg. Co., Pike, N. H.
- Hook Racks**  
Udell Works, Indianapolis, Ind.
- Hooks**  
Berger Bros. Co., Philadelphia
- Hooks, Folding, For Garments**  
The Clift Co., Cleveland, Ohio.
- Horse and Cattle Ties**  
Covert Mfg. Co., Troy, New York  
Oneida Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**  
Am. Shearer Mfg. Co., Naahus, N. H.
- Horse Nails**  
Capewell Horse Nail Co., Hartford, Conn.  
Standard Horse Nail Co., New Brighton, Pa.
- Horse Rasps**  
G & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.
- Horse Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Hose (Fire)**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose (Garden)**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose Pipe**  
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**  
F. E. Myers & Bro., Ashland, Ohio  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Household Specialties**  
Forsyth Mfg. Co., Buffalo, N. Y.
- Household Tin Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Ice Balances**  
John Chatillon & Sons, New York  
Pelouze Scale & Mfg. Co., Chicago
- Ice Chisels**  
John Chatillon & Sons, New York
- Ice Cream Freezers**  
North Bros. Mfg. Co., Philadelphia
- Ice Picks**  
John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York
- Ice Tools**  
John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.
- Importers**  
S. Guiterman & Co., Ltd., London and New York.
- Injectors**  
N. A. Watson, Erie, Pa.
- Inclinometers**  
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
- Insect Exterminators**  
Hammond's Sling Shot Works, Flahkill-on-Hudson, N. Y.
- Iron Enamel**  
Nickel Plate Stove Polish Co., Chicago, Ill.
- Iron and Steel**  
Harold McCalla, Philadelphia, Pa.
- Iron Works**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**  
Smith & Edge Mfg. Co., Bridgeport, Conn.
- Kerosene Furnaces**  
Barthel Blow Lamp Co., Boston, Mass.
- Kitchen Cutlery**  
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Knife Sharpeners**  
Pike Mfg. Co., Pike, N. H.  
The Tanite Co., Stroudsburg, Pa.
- Ladders, Folding**  
Berger Bros. Co., Philadelphia  
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**  
Bicycle Step Ladder Co., Chicago, Ill.
- Lard Presses**  
Enterprise Mfg. Co. of Pa., Phila.
- Landing Nets, Ring, Staff**  
A. F. Melisbach & Bro., Newark, N. J.
- Lawn Fences**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.
- Lawn Mowers**  
Coldwell Lawn Mower Co., Newburgh, New York  
Philadelphia Lawn Mower Co., Philadelphia, Pa.  
Worcester Lawn Mower Co., Worcester, Mass.
- Lawn Mower Grinders**  
Root Bros. Co., Plymouth, Ohio.
- Lawn Seats**  
Ohio Structural Iron Co., Sandusky, O.
- Lead Pencils**  
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**  
Berger Bros. Co., Philadelphia  
Erie Specialty Co., Erie, Pa.
- Letter Boxes**  
Taylor & Boggis Foundry Co., Cleveland, Ohio.
- Levels**  
Baker-McMillen Co., Akron, Ohio.  
Russell-Kimball Mfg. Co., Dunkirk, N. Y.  
Stanley Rule & Level Co., New York  
L. S. Starrett Co., Athol, Mass.
- Levels, Semi-Circular**  
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
- Light Gray Iron Castings**  
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Locks**  
Yale & Towne Mfg. Co., New York.
- Lubricants**  
Jos. Dixon Crucible Co., New York and Jersey City, N. J.
- Lumber Crayons**  
Walter A. Zeinicker Supply Co., St. Louis, Mo.
- Lunch Boxes (Folding)**  
Rochester Lunch Box Mfg. Co., Rochester, N. Y.
- Machinists' Supplies**  
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Machinists' Tools**  
Henry Diston & Sons, Inc., Philadelphia  
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**  
Magnolia Metal Co., New York
- Mallets**  
Stanley Rule & Level Co., New York
- Manufacturers' Agents**  
Robert Murray, New York
- Manure Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Masons' Levels**  
Baker-McMillen Co., Akron, Ohio.
- Mats and Matting, Rubber**  
Voorhees Rubber Mfg. Co., Jersey City, New Jersey
- Measuring Pumps**  
Enterprise Mfg. Co. of Pa., Phila.



- Measuring Tapes**  
Alfred Field & Co., New York  
Kenfel & Esser, New York
- Meat Choppers**  
John Chatillon & Sons, New York  
Enterprise Mfg. Co. of Pa., Phila.  
John H. Graham & Co., N. Y.
- Meat Cutters**  
Enterprise Mfg. Co. of Pa., Phila.
- Metal Shingles**  
Cortright Metal Roofing Co., Philadelphia.  
Montross Metal Shingle Co., Camden, N. J.
- Metal Ware**  
Fritchard-Strong Co., Rochester, N. Y.
- Metal Workers' Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Mills, Coffee and Spice**  
John Chatillon & Sons, N. Y.  
Enterprise Mfg. Co. of Pa., Phila.  
Lane Bros. Co., Poughkeepsie, N. Y.
- Mills, Drug**  
Enterprise Mfg. Co. of Pa., Phila.
- Mincing Knives**  
Enterprise Mfg. Co. of Pa., Phila.
- Molasses Gates**  
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Mops**  
Bay State Mop Co., Woburn, Mass.
- Mop Press**  
Goddard Mop Press Co., Akron, Ohio.
- Mop Wringers**  
Lee Chair Co., Oneida, N. Y.
- "Motor Car" (Automobile Magazine)**  
W. C. Pierson Publishing Co., New York
- Motor Cycles and Accessories**  
Thomas Auto-Bi Co., Buffalo, N. Y.
- Moulding Hooks**  
Forsyth Mfg. Co., Buffalo, N. Y.
- Mowing Machine Oilers**  
American Tube & Stamping Co., Bridgeport, Conn.
- Nail Pullers**  
Belden Machine Co., New Haven, Conn.
- Nails**  
Fuller Bros. & Co., N. Y.
- Nail Sets**  
C. E. Jennings & Co., N. Y.  
L. S. Starrett Co., Athol, Mass.
- Needles**  
Alfred Field & Co., New York
- Nippers**  
Alfred Field & Co., New York  
L. S. Starrett Co., Athol, Mass.
- Numbering Machines**  
Cushman & Denison, New York
- Nuts**  
Columbus Bolt Works, Columbus, O.
- Oilers**  
American Tube & Stamping Co., Bridgeport, Conn.  
Cushman & Denison, New York.
- Oil Cans**  
Atlantic Stamping Co., Rochester, N. Y.  
A. F. Meisselbach & Bro., Newark, N. J.
- Oil Stones**  
S. H. Droecher, New York.  
Pike Mfg. Co., Pike, N. H.
- Oil Stoves**  
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Ornamental Iron Work**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.
- Ox Yoke and Bows**  
Am. Fork & Hoe Co., Cleveland, O.
- Packing Rubber**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Padlocks**  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
The Yale & Towne Mfg. Co., New York.
- Paints**  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Trent Hardware Co., Chicago, Ill.
- Paper Clips**  
Cushman & Denison, New York  
U. S. Clothes Pin Co., Montpelier, Vt.
- Patents**  
Davis & Davis, New York
- Pencils**  
Jos. Dixon Crucible Co., Jersey City, N. J.
- Photograph Clips**  
U. S. Clothes Pin Co., Montpelier, Vt.
- Pipe Cutters**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.
- Pipe Fittings**  
Walworth Mfg. Co., Boston, Mass.
- Pipe Straps**  
Berger Bros. Co., Philadelphia  
Walworth Mfg. Co., Boston, Mass.
- Pipe Threading Machines**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Pipe Vises**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Pipe Wrenches**  
Belden Machine Co., New Haven, Conn.
- Pipe, Wrought**  
Walworth Mfg. Co., Boston, Mass.
- Pistols**  
Harrington & Richardson Arms Co., Worcester, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Planes**  
C. E. Jennings & Co., New York  
Stanley Rule & Level Co., New York
- Plated Ware**  
Alfred Field & Co., New York
- Plates, Machinery**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Pliers, Fencing**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York
- Plumbers' Supplies**  
Berger Bros. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pocket Cutlery**  
John Chatillon & Sons, New York  
Alfred Field & Co., New York
- Polish, Stove**  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Nickel Plate Stove Polish Co., Chicago, Ill.
- Polishes, Liquid**  
Geo. W. Hoffman, Indianapolis, Ind. and New York
- Polishes, Paste**  
Geo. W. Hoffman, Indianapolis, Ind. and New York
- Polishing Pastes**  
The Tanite Co., Stroudsburg, Pa.
- Postal Scales**  
Pelouze Scale & Mfg. Co., Chicago, Ill.
- Post Office Lock Boxes**  
The Yale & Towne Mfg. Co., New York.
- Potato Hooks**  
Am. Fork & Hoe Co., Cleveland, O.
- Poultry Netting**  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
- Poultry Specialties**  
Keyes-Davis Co., Ltd., Battle Creek, Mich.
- Power Presses**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Pruning Shears**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Pulleys, Hoisting**  
F. E. Myers & Bro., Ashland, Ohio
- Pumps**  
F. E. Myers & Bro., Ashland, Ohio.
- Punches**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Punches, Spring**  
Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Push Plates**  
Champion Safety Lock Co., Geneva, O.
- Rail, Barn Door**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Railroad Brasses**  
Magnolia Metal Co., New York
- Raisin Seeders**  
Enterprise Mfg. Co. of Pa., Phila.
- Rakes**  
American Fork & Hoe Co., Cleveland, O.
- Ranges**  
Bonnet-Nance Stove Co., Chicago, Ill.
- Ratchet Stocks**  
C. M. Kemp Mfg. Co., Baltimore, Md.
- Razors**  
Alfred Field & Co., New York  
Jos. Rodgers & Sons, New York and Sheffield, England
- Razor Grindstones**  
Pike Mfg. Co., Pike, N. H.
- Razors, Safety**  
Gillette Sales Co., New York, N. Y.
- Reamers**  
C. E. Jennings & Co., New York
- Reels, Rope**  
Udell Works, Indianapolis, Ind.
- Registers, Warm Air**  
Berger Bros. Co. Philadelphia
- Removable Calks**  
Always Sharp Calk Mfg. Co., Jersey City, N. J.
- Revolvers**  
Harrington & Richardson Arms Co., Worcester, Mass.
- Rifles**  
Hamilton Rifle Co., Plymouth, Mich.  
Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Rivet Machinery**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Rivets**  
Berger Bros. Co., Philadelphia  
C. C. & E. P. Townsend, New Brighton, Pa.
- Roller Skates**  
M. C. Henley, Richmond, Ind.
- Roof Bolts**  
Columbus Bolt Works, Columbus, O.
- Roofing, Asbestos**  
Stowell Mfg. Co., Jersey City, N. J.
- Roofing Bracket**  
W. S. Griswold & Co., Springfield, Mass.
- Roofing, Gravel**  
Stowell Mfg. Co., Jersey City, N. J.
- Roofing and Roofers' Supplies**  
American Sheet & Tin Plate Co., Pittsburgh, Pa.  
Am. Steel Roofing Co., Middletown, O.  
Berger Bros. Co., Philadelphia  
Stowell Mfg. Co., Jersey City, N. J.
- Roof Rods**  
Columbus Bolt Works, Columbus, O.
- Rubber Cement, Elastic**  
Stowell Mfg. Co., Jersey City, N. J.
- Rug and Carpet Beaters**  
Holt-Lyon Co., Tarrytown, N. Y.
- Rules**  
Alfred Field & Co., New York  
Stanley Rule & Level Co., New York
- Rules, Steel**  
Kenfel & Esser, New York, N. Y.  
L. S. Starrett Co., Athol, Mass.
- Sad Irons**  
Enterprise Mfg. Co. of Pa., Phila.
- Sad Iron Handles**  
Enterprise Mfg. Co. of Pa., Phila., Pa.
- Safety Razors**  
Gillette Sales Co., New York.  
Perfection Razor Co., Brooklyn, N. Y.
- Sand and Emery Paper**  
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago
- Sanitary Stoneware**  
Fulper Pottery Co., Flemington, N. J.
- Sash Chains**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Sash Fasteners**  
Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.
- Sash Fixtures**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Sash Lifts**  
Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.
- Sash Locks**  
Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.
- Sausage Stuffers**  
Enterprise Mfg. Co. of Pa., Phila.
- Saws**  
Diamond Saw & Stamping Works, Buffalo, N. Y.  
Henry Diston & Sons, Phila., Pa.  
C. E. Jennings & Co., New York
- Saws, Butchers'**  
John Chatillon & Sons, New York
- Saw Gummars**  
Ajax Mfg. Co., Pittsburgh, Pa.
- Saw Sets**  
Alfred Field & Co., New York
- Saw Tools**  
C. E. Jennings & Co., New York
- Scales**  
American Cutlery Co., Chicago, Ill.  
John Chatillon & Sons, New York  
Pelouze Scale & Mfg. Co., Chicago.
- Scissors, Automatic**  
Davies Automatic Shear Co., New York.
- Screen Door Catches**  
Caldwell Mfg. Co., Rochester, N. Y.
- Screen Door Pulls**  
Champion Safety Lock Co., Geneva, O.
- Screwless Shears and Scissors**  
Davies Automatic Shear Co., New York.
- Screws**  
Robert Murray, New York
- Screw Drivers**  
C. E. Jennings & Co., New York  
North Bros., Mfg. Co., Philadelphia  
Stanley Rule & Level Co., New York
- Screw Eyes, Screw Hooks**  
Parker Wire Goods Co., Worcester, Mass.
- Screw Thread Rolling Machines**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Screw Plates**  
Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.
- Screw Presses**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Screw Wrenches**  
Bemis & Call Hardware & Tool Co., Springfield, Mass.
- Scythes and Grass Hooks**  
Alfred Field & Co., New York
- Scythe Rifles**  
Pike Mfg. Co., Pike, N. H.
- Scythe Snaths, Grass and Bush**  
American Fork & Hoe Co., Cleveland, O.
- Scythe Stones**  
Pike Mfg. Co., Pike, N. H.
- Seals**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Seed Sowers**  
Cyclone Seeder Co., Urbana, Ind.
- Self-Heating Flat Irons**  
Imperial Brass Mfg. Co., Chicago, Ill.
- Sharpening Machines**  
John Chatillon & Sons, New York
- Sharpening Stones**  
Pike Mfg. Co., Pike, N. H.
- Shears and Scissors**  
Alfred Field & Co., New York  
H. Heilmach's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York
- Sheep Shearing Machines**  
Am. Shearer Mfg. Co., Nashua, N. H.
- Sheep Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Shoe Holders**  
Coulter Mfg. Co., Philadelphia.
- Shoe Shiners**  
Piqua Bracket Co., Piqua, Ohio
- Shot Guns**  
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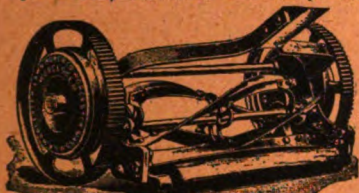
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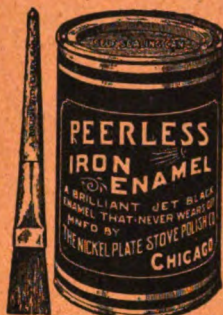
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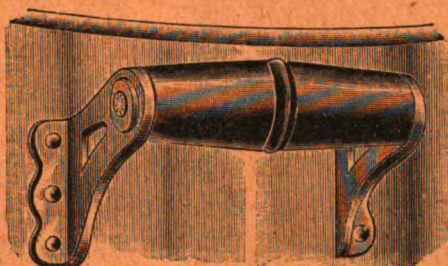


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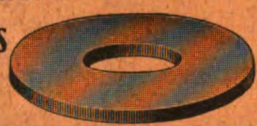
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Entered as Second Class Matter at New York, N. Y. Postoffice

VOL. XXXV  
JUNE 1907  
NO. 5

NEW YORK  
JUNE 10  
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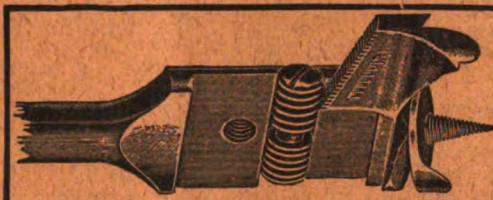
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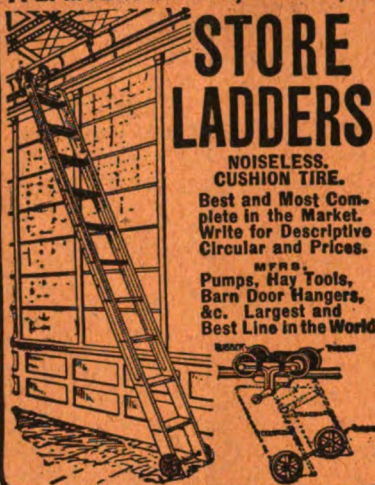
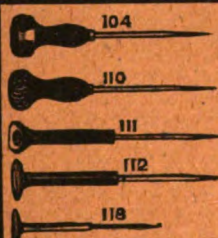
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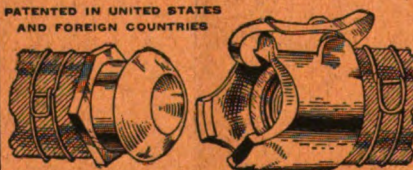
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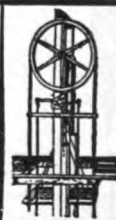
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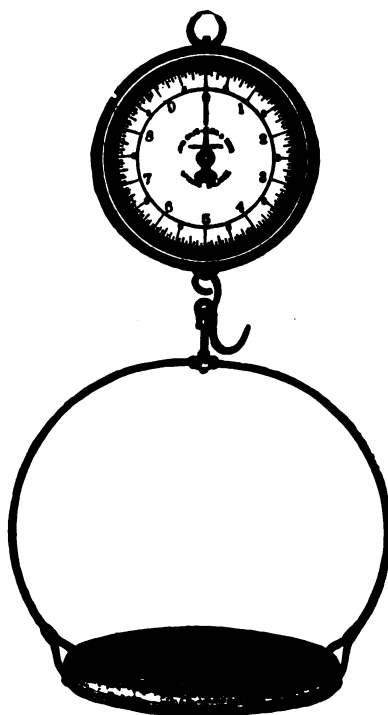


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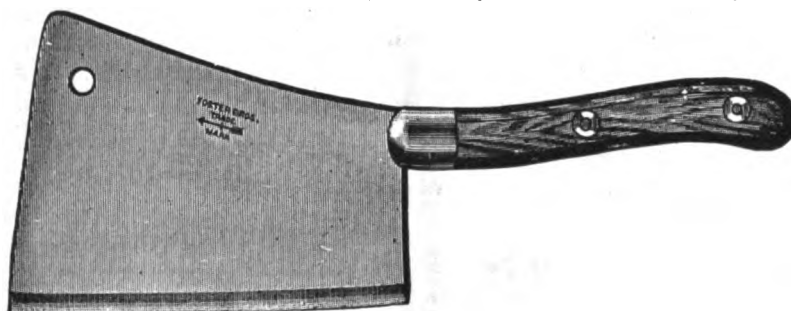


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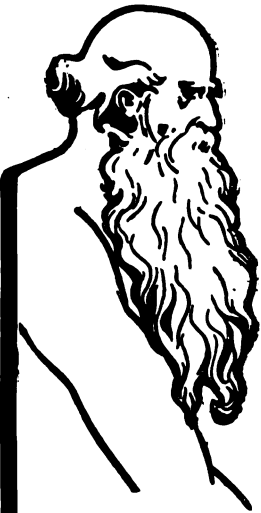
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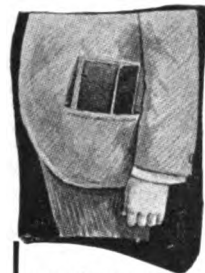
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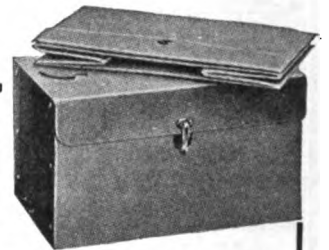
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Box.



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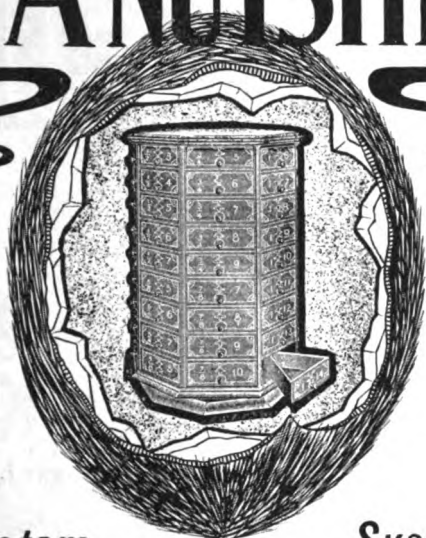
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*System*

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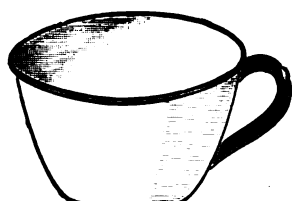
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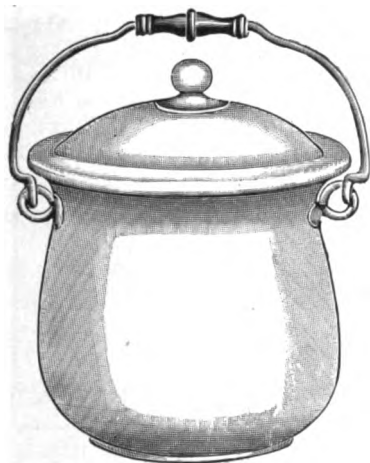
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For Summer Camp Supplies, Hospitals and Public Institutions.

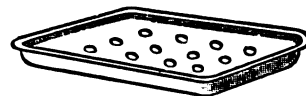
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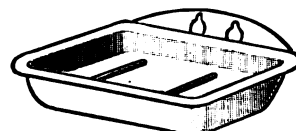
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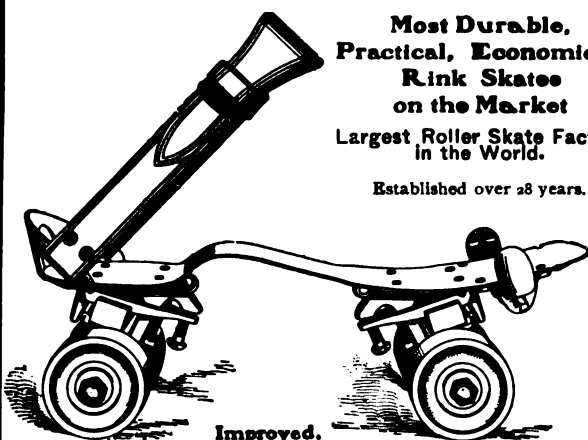


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Established over 28 years.



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**PAINT and VARNISH REMOVER**

**AND ONE-COAT DULL FINISH**

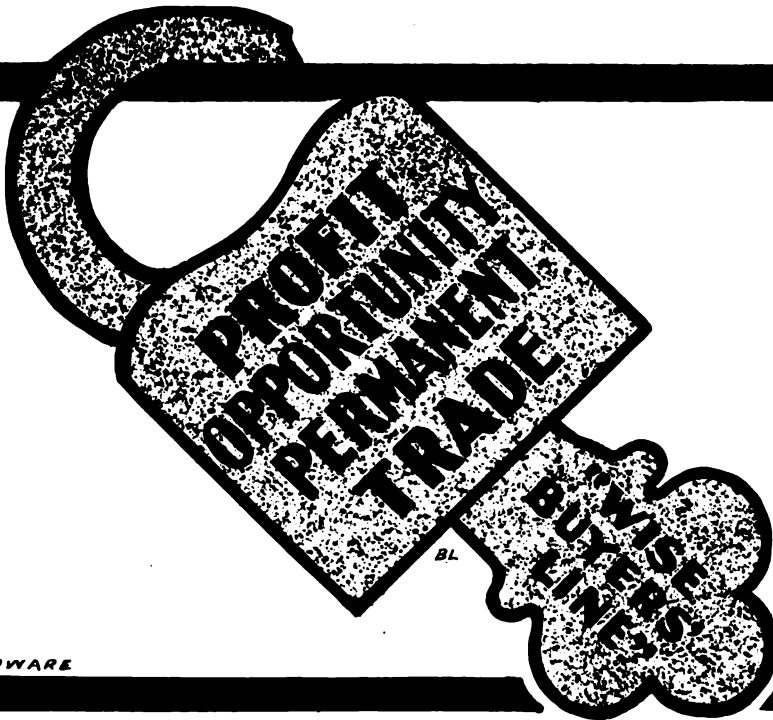
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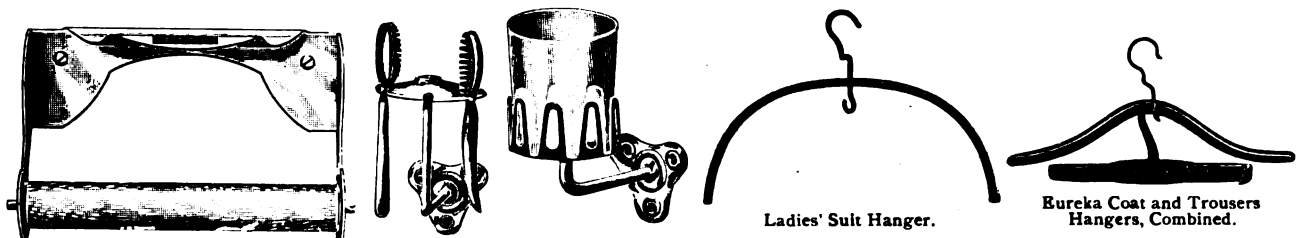
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that Fits  
the Lock!*

HARDWARE

Toilet Paper Holder (Combining Cigar  
Receptacle and Match Scratch)Revolving Tooth  
Brush Holder

Tumbler Holder

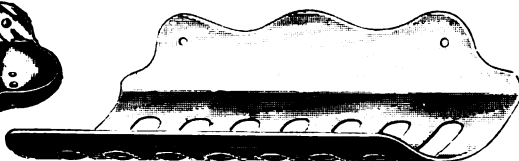
Ladies' Suit Hanger.

Eureka Coat and Trousers  
Hangers, Combined.

Towel Bar.



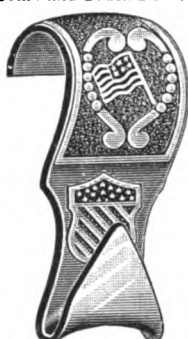
Soap Tray



Comb and Brush Shelf.



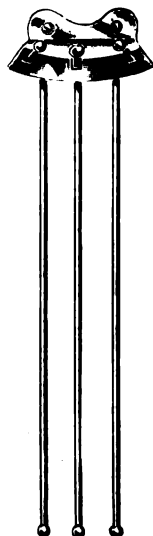
Wall Sponge Bracket



"Uncle Sam" Moulding Hook



Cleaver for Household Use.

Three Arm Towel Bar,  
for Bath Rooms

Brush Broom Holder

12x7 in. Square, Nickel Plated.

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for Hardware Dealers. The line comprises only those articles which are in steady demand in every household.

**BATH ROOM ACCESSORIES  
WARDROBE HANGERS  
MOULDING HOOKS  
CLEAVERS  
MINCING KNIVES  
METAL RULES AND SQUARES**

Carried by over 2,000 Dealers. BECOME ONE OF THEM. IT WILL PROFIT YOU GREATLY.

**TIE UP TO THE "WISE BUYERS' LINE."**

Nickel plated screws, buffed bright, are furnished with all Forsyth Bath Room Accessories and Specialties where screws are required.

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Western Representative:  
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We will give you free copies with orders for Dixon's Graphite Axle Grease—number of copies depends upon quantity of grease ordered.

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Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer.

Something Entirely New  
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"LIGHTNING"



"GEM"



"BLIZZARD"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or deserts with little bother and less work.

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New York Agents, John H. Graham & Co., 113 Chambers St.

ESTABLISHED 1836.

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A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

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Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.



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CARRIAGE TOP  
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Gives an Elastic, Durable Water-proof Gloss, and is positively safe to use on the finest stock.



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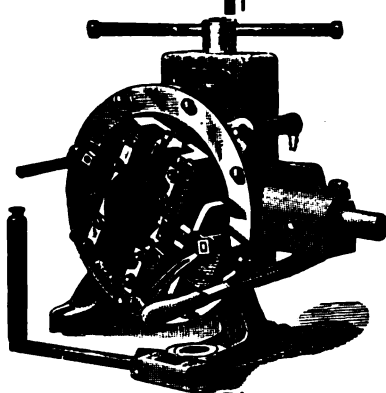
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Superior to Castor Oil; lasts longer, and will not gum.

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## YOU CAN TAKE THE MACHINE TO THE WORK

and save almost any amount of time over cutting and threading pipe by hand with a cutter and stock.

Armstrong's Pipe Cutting and Threading Machines are light, strong, compact and portable in all sizes up to 4".

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The Most Perfect Rubber Type  
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Double Ball Bearing Throughout, Cor-  
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Fully Guaranteed.

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SAVES REPAIRS  
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*Send for Samples and Pamphlet*  
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JERSEY CITY, N.J.

**25¢**

**Buys a  
Life Saving  
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Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.

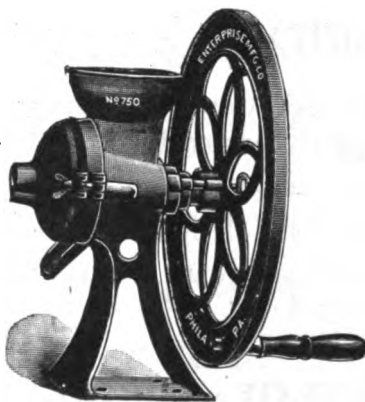
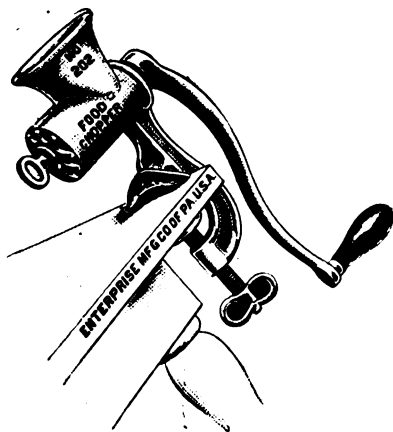
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Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.

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All good sellers, with the biggest season you ever saw just ahead. Get your orders to your jobber to-day for

**FOOD CHOPPERS  
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**"ENTERPRISE"**

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with uniform satisfaction to both dealer and user.

Don't make the mistake of ordering cheap stuff—the Best—Frazer—is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

## Frazer Axle Grease

## DISSTON CHROMOL HACK SAW BLADE

Made of  
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A special high grade material peculiarly suited for metal-cutting blades. The teeth are MILLED in, making them clean and sharp, giving greatest possible strength.

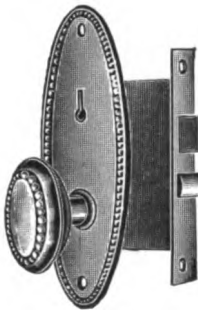
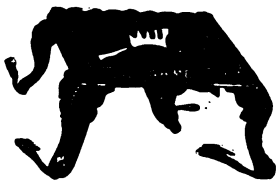
**Hardened Throughout under  
DISSTON SPECIAL PROCESS.**



Taking the CHROMOL saw day in and day out, we guarantee it will do more satisfactory work than any other Hack Saw on the market

Made under **DISSTON BRAND** only

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Keystone Saw, Tool, Steel and File Works  
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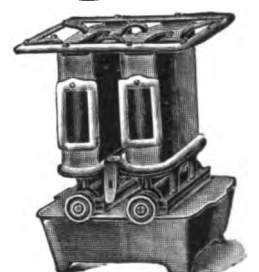
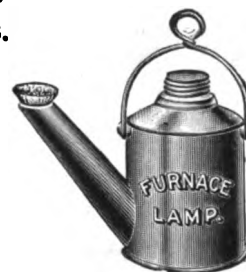
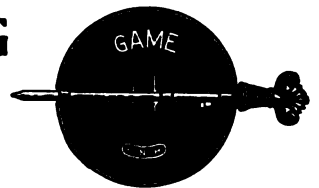


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Is our line of Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes and Hardware Specialties.

Have you our Catalog?  
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**THE  
TAYLOR & BOGGIS  
FOUNDRY CO.**  
CLEVELAND, OHIO.



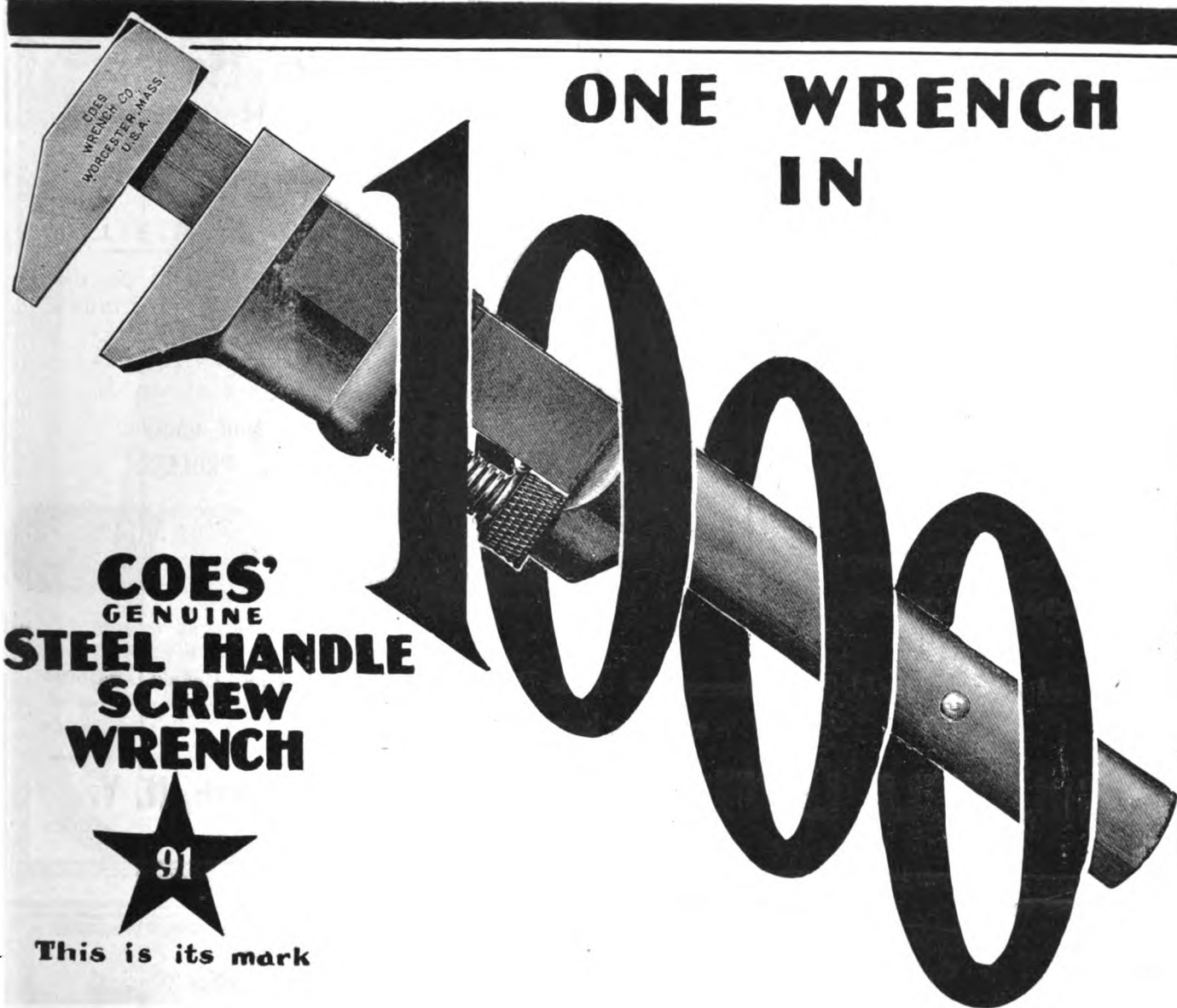
To be strong and durable the foundation must be solid. That's why **MALLEABLE SHOD** Barrows stand the test. Do you sell them? If not, why?



*Ask us for a catalogue.*

**THE BRYAN MFG. CO.**  
BRYAN, OHIO, U. S. A.





COES' WRENCH CO. WORCESTER, MASS. U.S.A.

**ONE WRENCH IN**

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**COES' GENUINE STEEL HANDLE SCREW WRENCH**

★ 91 ★

This is its mark

## 30 PER CENT. STRONGER

than any other Wrench made. THE WRENCH THAT PROVES. It is designed for use where excessive heat, moisture or severe service make exceptional demands upon a tool.

Handle is internally supported (patented). Steel bar and screw steel casting for jaw and handle. Steel rivet and first quality steel ball in screw race. Made in eight sizes, and in black finish only—6, 8, 10, 12, 15, 18 and 21 inch. Also 4 in. finished in case-hardened gun finish only.

### The User Knows

Say "Coes' Wrenches" and be safe.

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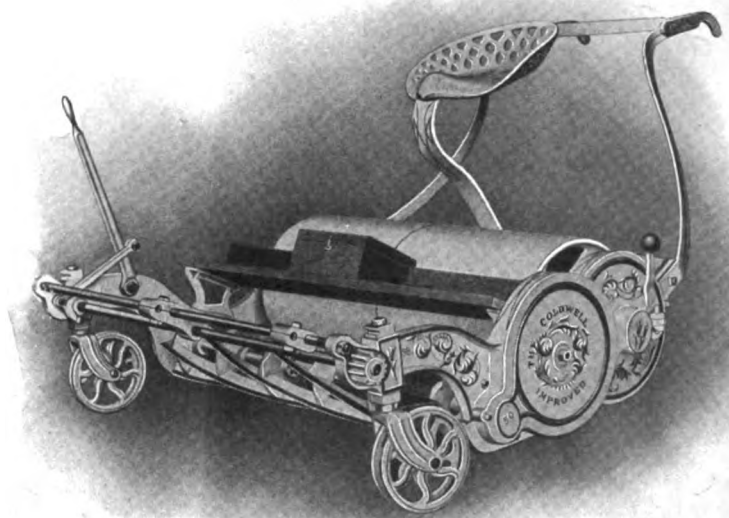


## Coldwell's Improved Horso Power Lawn Mowers

Are just the thing for expansive lawns — a n y - where.

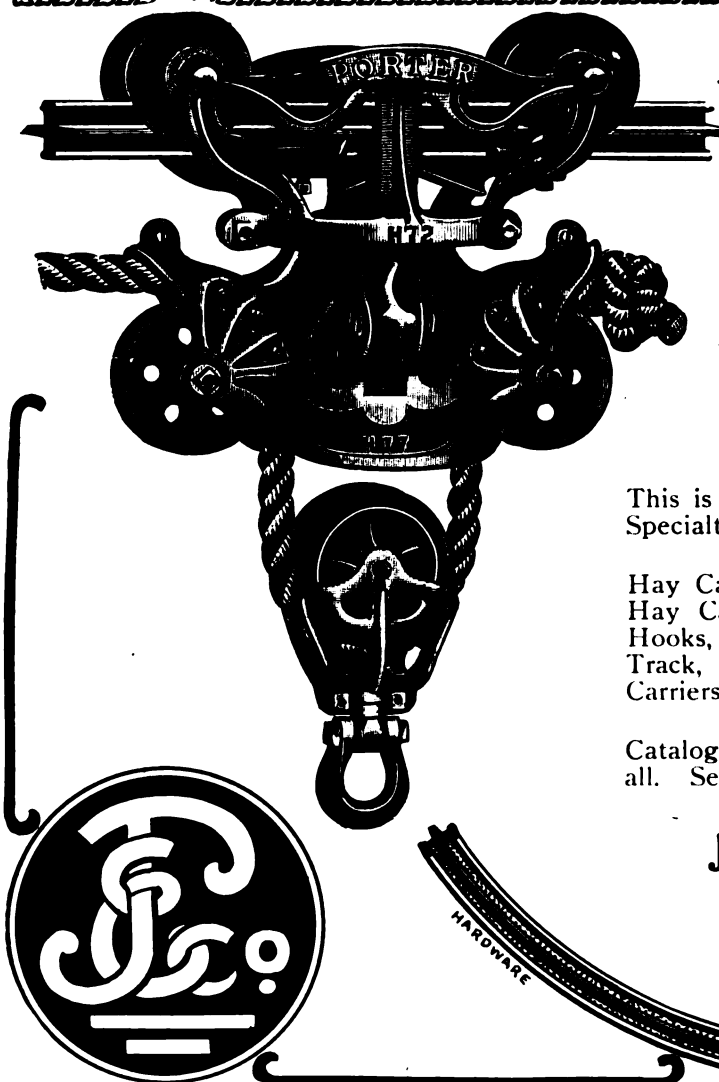
They are made in Coldwell fashion — strong, durable, easy running and easy selling.

You should have our catalog. It describes our entire line of hand, horse and motor power mowers.



Are used exclusively by U. S. Government and in the Parks of Greater New York, Buffalo, Detroit and other large cities

**GOLDWELL LAWN MOWER CO., Newburgh, N. Y.**



## MEADOW KING HAY CARRIER

This is only one of our unparalleled line of Specialties for up-to-date dealers.

Hay Carriers, Hay Forks, Hay Slings, Steel Hay Carrier Tracks, Hay Pulleys, Hang Hooks, Floor Hooks, Barn Door Hangers and Track, Wagon Jacks, Door Latches, Litter Carriers, Pumps and Cylinders.

Catalogue No. 53 illustrates and describes them all. Send for it.

**J. E. PORTER COMPANY**

Ottawa, Ill., U. S. A.

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## Pruning Shears

### NEW FEATURES:

LOCK NUT  
SEAMLESS FERRULES  
NOTCHED HOOK

(Patented Dec. 31, 1901. Dec. 8, 1903.)

**The Cronk &  
Carrier Mfg. Co.**  
Elmira, N. Y.

Garden Rakes

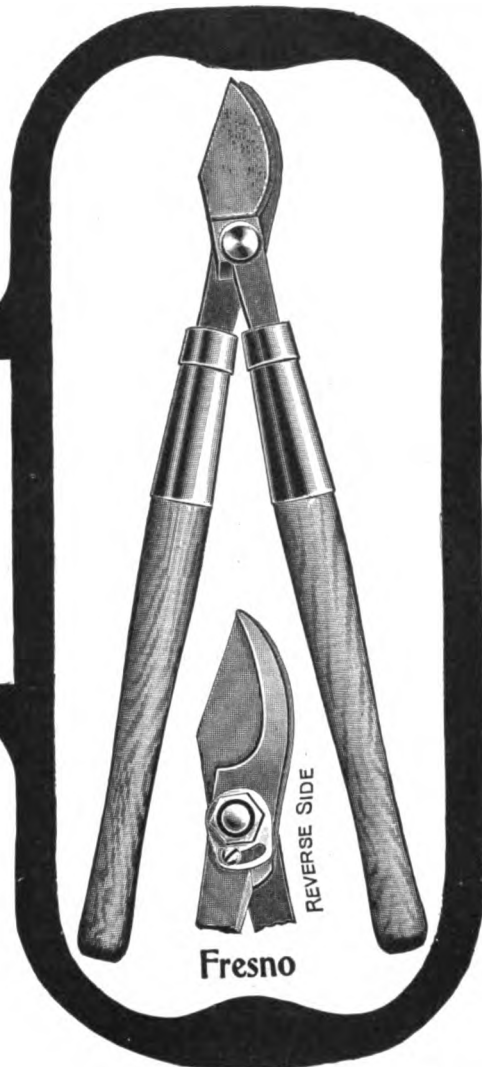
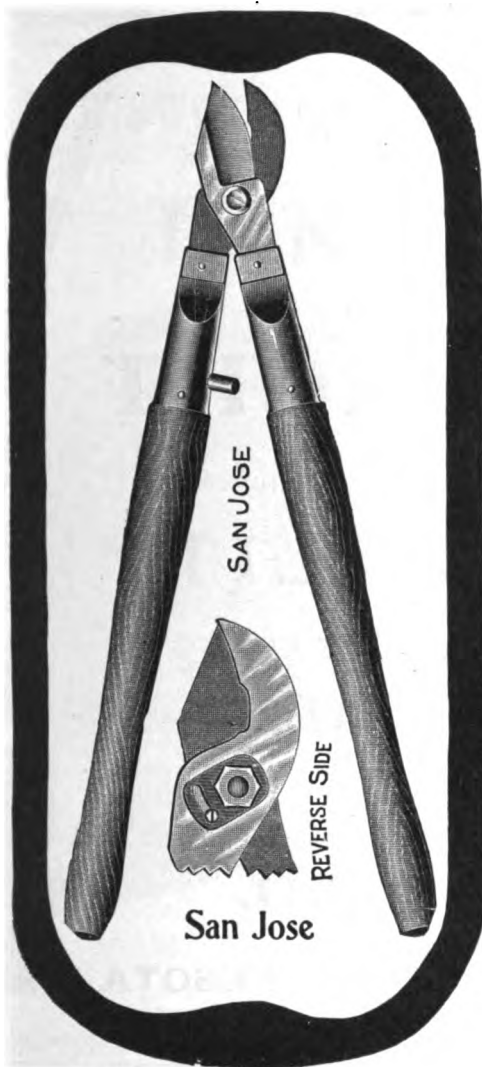
Garden Mattocks

Garden Hoes

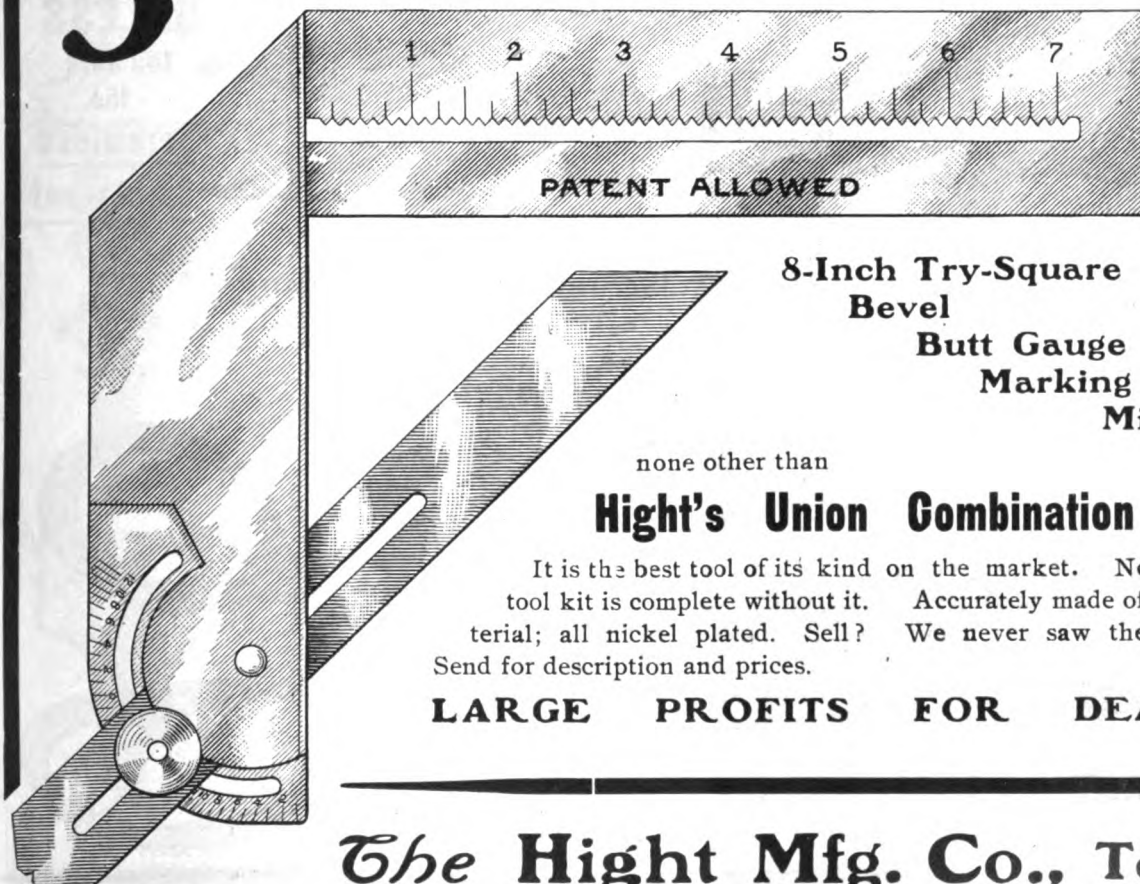
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1906

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## 5 Tools In One



8-Inch Try-Square  
Bevel

Butt Gauge  
Marking Gauge  
Mitre---

none other than

### Hight's Union Combination Square

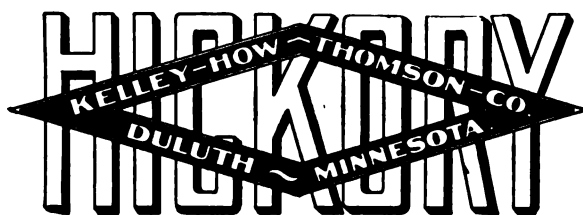
It is the best tool of its kind on the market. No mechanic's tool kit is complete without it. Accurately made of the best material; all nickel plated. Sell? We never saw the beat of it. Send for description and prices.

**LARGE PROFITS FOR DEALERS.**

**The Hight Mfg. Co., Toledo, O.**

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## GOODS ARE RIGHT

Wouldn't it bring you trade if you had a reputation in your locality for selling  
**THE BEST IN QUALITY**

Doesn't that mean something to you? If you are looking for a chance

### TO INCREASE YOUR SALES

Confine yourself to the above trade mark.  
 We guarantee every article bearing this Brand.

**KELLEY-HOW-THOMSON CO.**

**WHOLESALE HARDWARE**

**DULUTH**

**MINNESOTA**



**There's a Screw Loose** in the Shear You Are Using

**UNLESS**  
 You Have  
 the  
**Screwless**  
**Spring-set**  
**Shear**

**THAT** Is the Shear You Should Buy  
 and the Shear You Should Sell

**Which Kind do  
 YOU Handle**

The Screw-loose,  
 Screw-set Shear

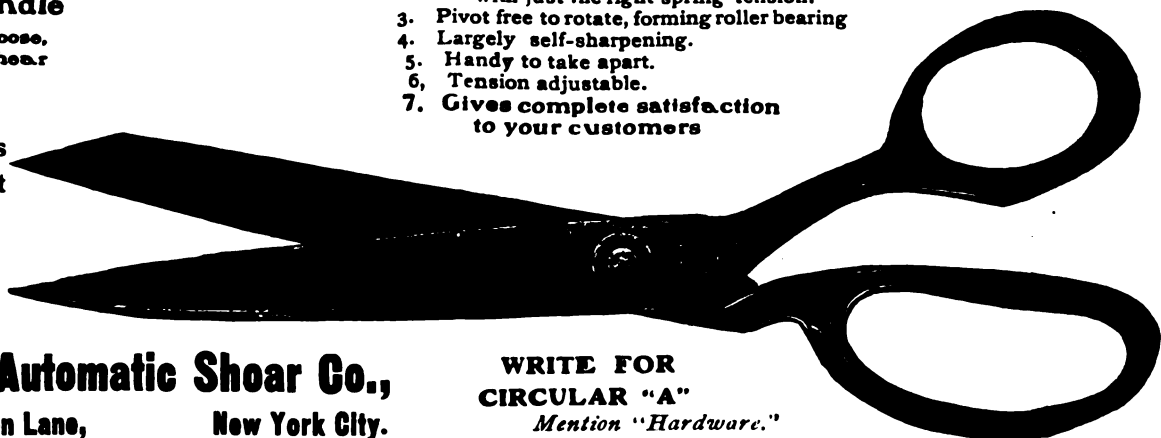
or Shear..

**Screwless  
 Spring-set  
 Shear**

**?**

**Because:**

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customers



**Davies Automatic Shear Co.,**  
 41-43 Malden Lane, New York City.

**WRITE FOR  
 CIRCULAR "A"**  
 Mention "Hardware."



# THE MOTOR HIGH SPEED BALL BEARING WASHING MACHINE

## THE MACHINE WITH A RECORD.

Thousands of these machines already in the hands of the consumer. Sold on the Exclusive Agency Plan only. Our Positive Guarantee goes with each machine.

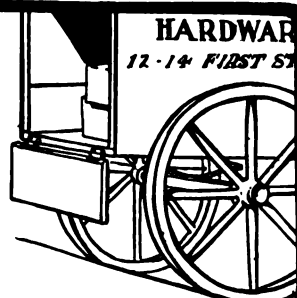
### OUR GUARANTEE

"If this machine is not perfectly satisfactory to your customer at the end of 30 days' use, you may return it to us at our expense, and receive full credit."

Initial shipment will be sent ON APPROVAL, to reliable dealers only.

It will only cost you *ONE CENT* for postal card to find out whether you can secure the Agency for this machine in your city. Write today for terms and prices, as tomorrow may be too late.

**MICHIGAN WASHING MACHINE CO.**  
MUSKEGON, MICH.



## GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

### A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

**THE CRYSTAL COFFEE MILL** with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

### THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

Write for Our Latest Catalog

**ARCADE MANUFACTURING CO.**

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

**THE JEWEL COFFEE MILL** with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

**THE EIGHT SPACE SPICE CABINET** is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



The Gem Mop Head.



The Eight Space Spice Cabinet

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## The Smith & Egge Mfg. Co.

### BRIDGEPORT, CONN.

Manufacturers of . . .

### Sash Chains

"Giant," "Red Metal"  
Cable and Jack  
Chains . .

*Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.*

No. 4Q.

New York Agent: J. J. Halpin, 62 Reade Street.  
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## THIS CAN

HAS A

### CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedish" Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

**THE AMERICAN TUBE & STAMPING CO.,**

SUCCESSORS TO  
The Wilmot & Hobbs Mfg. Co.,  
BRIDGEPORT,  
CONN.



## CENTER PUNCH

No. 18-A

### AUTOMATIC ADJUSTABLE - STROKE

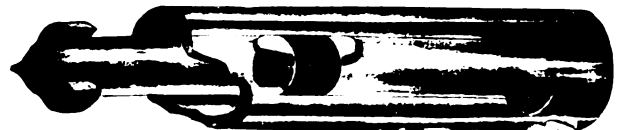
No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

**The L. S. Starrett Co.**  
Athol, Mass., U. S. A.



### Unbreakable Glasses

Carried on elastic bearings and enclosed in a heavy glass tube, specially made for us, make

### AKRON ECLIPSE LEVELS

### THE BEST

For all classes of mechanics. Akron levels are light in weight, of right length, have other advantages over other kinds, and are

**LOW IN PRICE**

Get our Catalog Prices and see for yourself

**The Baker, McMillen Co.**  
AKRON, OHIO







## THE GENERAL OUTLOOK

BY OSCAR K. LYLE

### FINANCIAL.

There is ease in the money markets. Loans are readily negotiated on acceptable security, and there is no suggestion of stringency. In the country generally the times are good. There is a continuance of that prosperity which has so largely contributed to personal and national welfare in the past few years. About the only shadow lies in Wall Street, where over-production in stocks and bonds has caused depression and lessened speculation. Cheaper money is the result of abundance, and from less speculative demand. The shrinkage in values in the past year has been that great, one is amazed at the losses that have been met without failures. A check on inflation was necessary to prevent disaster; to bring some elimination of much dross that was damaging good metal.

With general business in excellent condition, and money well employed in its conduct, one looks back in wonderment at the plentitude that carried securities to a price that afforded so little income on investments. At this time all needful demands are easily accommodated with the banking interests in possession of large means and generously disposed. What pertains to trades in stocks and bonds is the employment of individual means over and beyond business requirements. The traffic business is large. Nothing better shows the good conditions that exist with the public generally.

### GRAIN.

The progress of crops this season has been far from satisfactory. Well shown is this fact when regarding the movement of prices made by speculation based on expected poor crops. The unusual weather has been the cause of great buying, and is to some extent applicable to Europe. The country has had, and is yet having, one of its periodical "crop scares" that nearly always partake of exaggeration. No crop at this time is capable of approximate measurement. The winter wheat is most progressed and conservative expectation is for somewhere from 350,000,000 to 380,000,000 bushels. The damage lies in the Southwest, with insects and frosts in explanation. The seeding of Spring wheat averages two weeks later than usual, and from delay the acreage is less. How much less is yet to appear. Crop progress in the Northwest is so far good, with the area in the Red River Valley seeded in better shape than in several seasons when too much moisture was an interference. There has been complaint of the planted crop of oats. Damage is material in the Southwest, and in sections that practically contribute nothing to the commercial supply. In important sections the situation is fairly good, and it is

reasonable to anticipate an average crop. Losses in sections will have cancellation in gains elsewhere.

The corn crop had in its favor weather in April favorable for preparation of a greater acreage than ever seeded before. The planting was hampered and delayed by the weather and at this time the promise is not satisfactory. Still there is nothing that is not reparable if we have weather agreeable from this date. A late season always makes apprehensions of frost to damage the crop near maturity. Delay to this time has not been so prolonged as to deny the crops the usual margin of safety, even in the Northwest. It is usually two to three weeks between harvest and killing frosts.

### COTTON.

On June 4th appeared the first official report on the condition and area of the cotton crop for this year. A highly unfavorable report was expected because of much complaint from the South that an unusually wet and backward Spring had caused delay in seeding, much replanting, and damage beyond repair. The condition of 70.5, on the appearance of the crop on May 25th, is the lowest of record. The lowest in the past was 74.1 on similar date in 1903, when the yield was 352 pounds per acre. Average June condition is 87. A revision of the area seeded in 1906 was a part of the report. From 28,686,000 acres given in May last year, the change made them 32,049,000. This satisfied much well-directed criticism, and reconciles a great disparity in last year's production and area. This year's area is given as 32,060,000 acres. It is early to venture any crop measurement. Conditions are that low they should improve. The lowest yield per acre in the past applied to the present seeded area, suggests 10,700,000 bales. Great economies are essential to make this production suffice. High prices bring economies. Cotton is our important crop. It brings to our planters from Europe each year more wealth than the world's annual production of gold, which approximates \$400,000,000. Needs have kept pace with production. Whereas barely four million bales was average of exports twenty years ago, the average is now over seven million bales. Takings in each season have adhered closely to two-thirds of our production. Nothing so much concerns our prosperity as our cotton crops. Situation is grave, and will have much influence in the coming season. Less cotton at a high price may fairly maintain the inflow of money, but it is by no means so desirable as a good production at acceptable prices. It is well to add, the figures this year on a crop so late are incapable of comparison. In fairness they relate to plant conditions on May 10th in past seasons.



## SELECTING THE STOCK

To build permanently takes time and a well-fixed purpose which must be steadily adhered to through all the discouragements and vicissitudes which beset every firm who attempts to do business along well-beaten paths. Few things in the retail Hardware business require greater thought and penetration than the selection of stock which will enable the dealer to successfully meet competition and turn his capital over quickly, without leaving an uncertain per cent. of refuse on his shelves or floor which must be sacrificed at a loss in order to clear it away.

While it is true that a live dealer will usually succeed in moving his undesirable goods before they depreciate to the extent of becoming serious losses, the dealer whose list of talents does not include shrewdness and far-sightedness (and there are many such), will not be able to thus turn his lack of judgment into profit. The result is an accumulation of slow lines which eventually so clog the business machinery and litter up the store that discouragement and financial losses take the place of the enthusiasm and profit which every man should derive from his business.

In any case, the accession of unpopular or slow-selling goods are of no permanent benefit to any dealer, no matter how successful he may be working them off through advertising, or giving them a prominent position in his store, or bringing them to the attention of regular customers. The impression created by the cut-price article of uncertain value is not calculated to build permanent trade, and figuring in the cost of advertising with the time of clerks and the loss of other and more profitable sales which might have resulted from the customer's call, there is almost certain to be a loss when it comes to the final reckoning.

The only possible value such "bargains" can have is to use them as leaders to attract new trade to the store, but even here it would be far better to deliberately select such articles from new stock and to give the customer a real bargain, thus making a strong and telling appeal for his patronage.

In stocking up on ordinary every-day articles which are in constant demand, such as nails, tacks, bolts, screws, hinges, rope, wood- and metal-working tools, etc., and which do not lend themselves to a variation of styles or patterns nor revel in "talking points," the important thing, of course, is a complete array of all sizes which are liable to be called for, and never to allow any part of this stock to run entirely out. A good suggestion is to carry a small supply of these things in the very large and small sizes, the demand for which is comparatively rare. A display of a complete line of sizes looks good in the show window, and the announcement of the fact lends tone to the advertisement in the local paper. Many desirable customers can be landed by the display of a little foresight in anticipating their wants in case of emergency, and it certainly pays to acquire the reputation of carrying an exceedingly complete stock in several lines. The fact that your competitors are able to confine their stocks to the general demand gives you the opportunity to go them one better at slight cost to yourself. The cus-

tomers who find in your store what he has been asking for in others is very apt to laud your judgment as superior.

But it is in allowing the smooth drummer to load him down with a gradual accumulation of undesirable and slow-selling goods that the dealer shows his weakness. We know of one New York Hardwareman in particular who, having a growing business but being handicapped by his own lack of system, as well as cramped quarters, has gone on sinking his profits into untried lines until to-day there is hardly room on his floor to cut a length of fence wire or to wrap up a pound of nails on his counter without first moving things out of the way. Where once was order there is now rank confusion, and the clerks move gingerly about and step on each others' toes in hunting for things which they believe are somewhere in stock, though they don't know just where. They thus spend twice as much time as is necessary on each sale, and as there is not room to display more than a small part of the stock on hand, the balance moves off just as fast as there should happen to be call for it, and no faster. Goods are at present being delivered to that merchant on a C. O. D. basis.

This is not an exceptional case, but, we are sorry to say, is only one of many such which have come under our notice.

The list of articles which can be carried in the Hardware store is enormous, and for the small retailer to attempt to include them all, or even a smattering of them all, is suicidal to his own interests. Profit and quick sales should never be lost sight of for an instant, and if there is the slightest doubt whether it would pay to put in a line of shafting, boat fittings, pipes, scales, electrical appliances, chandeliers, gas engines, latches, silverware, window glass, or anything which is not in popular demand among the majority of the people to whom the firm has previously catered for patronage, it would certainly pay to leave it strictly alone until assurance can be had that the venture would prove profitable. Mere volume of business without an increasing profit is an undesirable thing, and the fact that as the business increases the percentage of profit decreases should put the retailer strictly on his guard to see that his invested capital earns for him what it should.

This latter is not always taken into account, especially by the young and growing concerns. A fifty per cent. increase of business done requires so much larger stock and such an increase of floor space, clerk hire, office help and incidental expense that it cannot be counted upon to pay the same percentage of profit derived from the business when it was smaller.\* It will, therefore, be seen that the danger and risk encountered by taking on new and practically untried lines is enormous, and should be gone into only when warranted by the previous demand, or when some new and promising market is opened up. Expansion of this kind should be resorted to only after the utmost profit has been derived

\*This statement has not found favor with some of our readers. A discussion of the subject would prove of great interest to all and we invite the opinions of our friends for publication in *HARDWARE*.—Ed.



from building up and adding to the lines which have proven a good foundation in the past.

The improvements in suburban electric railroads and the constantly growing use of catalogues and newspaper advertising by the large houses, however, have brought the farmer and the country resident closer to the city. The country merchant finds it necessary to enlarge his stock and adopt metropolitan methods in order to hold his trade, as, unlike his city brother, he must be able to count on a certain percentage of customers in his own neighborhood, and does not have a large center of population upon which to draw. He finds himself obliged to carry more than Hardware in the ordinary acceptance of the word, and his business to-day requires much more capital than it did ten years ago. But this is not a real hardship to the enterprising Hardwareman, although it may often be a fancied one. It is impossible that a changed order of conditions or an improvement in process or opportunity can long exist without working great good to the greatest number concerned. Patented improvements, or a cheapened cost of manufacture, or expanding markets, must benefit the dealer along with the manufacturer and the consumer, *provided he takes advantage of his opportunities* and adapts his business to the changed conditions. He must fight fire with fire. If the mail-order houses are making inroads upon his trade he has the alternative of adopting their methods to a certain extent in his home territory. We do not believe that a permanent and profitable trade can be built up along these lines, but all this hue and cry about the catalogue house has but one solution, and that is to use

their own weapons to fight them with. Learned men may convene and talk themselves hoarse over this subject, and when they are all through they will be no farther than when they started, unless they realize this fact and act upon it. The situation is one which must be met, and cannot be stopped or avoided.

A campaign of education is, perhaps, necessary enough to help break down the influence of mail-order competition and the ten-pound catalogue, but when Hardwaremen combine and agree to furnish anything in their line at the same or a cheaper price than the catalogue-house they will have solved the problem as nearly as it can be solved. We do not claim this can be done at present; we only say it is the ideal solution of the question.

Actual competition is along the line of cheapness always. Quality is eloquent in its own praise and does not have to seek a market so assiduously. It is therefore plain that the retail dealer should include both cheapness and quality in his stock when real competition exists or where the conditions do not warrant the maintenance of an exclusively high standard. Profit and a permanent or growing trade are the only things to worry about. It matters little what is sold provided it earns its board and keep and a little more besides.

No hard and fast rules other than the above can be laid down to help the man who needs help in determining the stock he shall carry. The subject is perhaps no more important than many which enter into the business, but certainly it is as important as any of the others, and should receive the best thought the Hardwareman is capable of bestowing upon it.

## A HAPPY WEEK SALE

BY FRED A. GANNON.

A Happy Week Sale was proven a clever idea for the Hardware trade by a Yankee retailer in a New England City. He cheered up his customers, stimulated a backward Spring trade, and started his summer stock moving early. He increased his sales, and made money.

To sow the seeds of good cheer, the Yankee relied upon advertising, in the newspapers, and in his windows, and about his store. He worked up some pert and pointed paragraphs, and these he printed in the newspapers, and also on cards, for display in his windows and about his store. Among some of his sentences were the following:

"Our Happy Week Sale—Come, enjoy it.

"We have goods that will add to your comforts and pleasures.

"Enjoy yourself—Our \$5 hammock offers the perfection of contentment.

"Cheer up the house. Try our New Era Paint.

"Health and pleasure may be found in the garden. Plant our First-Grade seeds and use our Sterling garden tools.

"Keep cool. Use our Perfected water cooler."

The windows were properly dressed for a Happy Week sale. In one window, the Yankee displayed what he called the "necessities of summer," and they included paints, seeds and garden tools. Over this window he had a big sign:

"A bright and cheerful home makes a family bright

and cheerful."

The sign caught many customers, for a number of men, and women particularly remarked to him that they knew they would feel better with the house fixed up, but they kept putting it off, and putting it off, until the sign reminded them to buy paints, seeds or tools at the right moment.

In the other window the Yankee displayed what he termed "luxuries of the summer." They included such articles as hammocks, lawn swings and croquet sets, suggesting pleasures of the lawn, piazza and lawn, water coolers and ice cream freezers, suggesting cool things for the summer, and a fishing rod and gun to remind the sportsmen of the good old summer time. The window was cleverly decorated with pictures of summer girls and of summer pleasures, and it would be a thin-blooded individual indeed who could look at it without thinking of enjoying pleasant summer days.

"Smile and your customers smile with you. Frown and you frown alone," said the Yankee, speaking of his special sale. I smiled, and my store smiled, and people came in and smiled with me. I sold big things and little things. I got rid of enough hammock hooks, ice picks, fish lines and other little things to pay me for my trouble. Besides, I had a good time myself. Next time I want to boom trade, I'll run a Happy Week sale. There's nothing like keeping people good natured to get them to buy."





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No. 5

#### EDITORIAL TRADE REVIEW.

There is but little to indicate, in the volume of sales as reported of Hardware at the different trade centres, any less buoyant conditions, for the sales have exceeded the anticipations for the month of May, although it may not have reached the amount marketed in April. The adverse conditions caused by the backwardness of the season, and the cold influences affecting the weather, have made some articles of traffic move less freely than would have been the case under different conditions. Movements of trade under such circumstances have a tendency to proceed cautiously, and the merchants, placing as they do large contracts for goods, based on the business of the past, endeavor to feel their way to avoid any overstock of goods suitable only for the season under consideration. But as to the future of trade, the jobbers are already sending in large orders for Fall trade, of which there is scarcely a doubt it will warrant every confident move inspired by the knowledge of our country's constant growth and prosperity.

There is less general complaint of car shortage, and slowness in delivery on the general assortment of goods, as far as Hardware is concerned, for the demand keeps up in excellent shape on all lines. The amount of Nails and Wire being pressed for shipment is remarkable, and, although delivery is not always to be expected without some delay, the mills are reasonably prompt and are felt to be doing the best they can.

The jobbers, having ordered full stocks of all leading goods, command the situation, and protect the trade by supplying the demands of the retailers with a commendable promptness, knowing the importance of doing so. But little complaint is heard in any direction about the present range of prices, for, taking into consideration the advanced prices of raw material, the higher salaries prevailing everywhere, the present level will be found to govern the markets of the future, and it may be considered fortunate if they remain at the present stage during the remainder of the year, with every prospect that quotations generally will be found favorable enough.

The coming fortnight will be given by the Hardwaremen to conventional gatherings. The one of the Southern Hardware Jobbers and that of the American Hardware

Manufacturers being jointly held at Richmond, Va., and that of the New England Hardware Dealers' Association and the National Retail Hardware Association combined at Boston. These important conventions will command the attention of each division of the trade, Manufacturers, Jobbers and Retailers, and the best interests of all will be subserved by giving due prominence to their proceedings, full reports of which will be given in *HARDWARE*.

#### THE FORCE OF ENTHUSIASM.

There is one thing even more fatal than undertaking to do business without capital, and that is trying to do it without enthusiasm. The man who does not believe in his own goods had better be in some other business, for he will presently be out of business entirely; and the man who cannot get a good degree of enthusiasm worked up for the line of goods he actually believes in was never cut out for a business man.

Perhaps there is no better way to increase our enthusiasm than to study the enthusiasm of enthusiasts. When the volatile commercial man rushes in, boiling over with faith in his goods, it will pay to listen to his story, even if it isn't told in the most skillful manner. That faith of his, that enthusiasm, that irrepressible conviction that his are the best ever, that determination to spread the news, is worth more than the platitudes of the shrewdest business man on earth. It warms, it reaches out, it convinces. It converts the mere talking machine into the man of personality, of magnetism, the man who glows inside and out with the importance of the message he is trying to deliver. Get all you can of him and put it into daily business. It pays, for it is founded upon belief.

No retailer is quite as close in his relationship with the manufacturer as the commercial men is. He comes direct from the factory, perhaps, or at least from the big jobber, who is himself almost a part of the factory's head. He is a part of the cast itself; was run in the same mold as the metal and is himself a part of it. He has become so intimately associated with the goods he handles that he could not be more seriously insulted than by an attempt to disentangle him from them.

Get as close as possible to such a man; he is the inspiration of commercial life. If you are selling his goods he will pump you so full of faith in them that it will not be human nature to fail in your own enthusiasm. If you are selling some other line of goods you will sell all the better by studying the supremely whole-hearted sort of life this fellow throws into his work. It will be an object lesson and an inspiration, both at once.

The enthusiast may err in judgment many times, but he some way gets there with his sales; for he breathes the germ of his contagion into the atmosphere of his associates until he fills the hesitating retailer with a belief akin to his own. It is the positive acting upon the negative; faith against uncertainty. It is *enthusiasm*, the force that always conquers; the invincible, the all-convincing.

#### CANADA POSTAL RATES ADVANCED.

*HARDWARE*, like all other publications in the United States enjoying second-class postal rates, has been notified by the post-office authorities that on May 8, 1907, rates for second-class mail matter sent into Canada were advanced to one cent for each four ounces. Heretofore, the rates for this class of service have been the same on matter sent into Canada as they have been on mail matter sent into any part of the United States. This change will impose upon *HARDWARE* a substantial increase in the amount that will have to be paid on mail sent to our Canadian subscribers, and as a result we shall be obliged to raise our subscription price in Canada to \$1.50 per year. Of course, those who are already subscribers will receive their copies of *HARDWARE* at the rate which was in force when they subscribed, but for new subscribers and renewals we shall hereafter have to charge the increased price.



## Trade Meetings

### TEXAS JOBBERS MEET.

The Texas Hardware Jobbers' Association held its twelfth annual meeting at Galveston, May 17 and 18. About forty members were present. The sessions were executive and the proceedings were not given out for publication. The meeting was said to have been a successful one. The visitors were given a car ride over the city and a boat ride in the bay.

The following officers were elected: President, Chas. E. Nash of the Nash Hardware Co., Dallas; first vice-president, E. A. Peden of the Peden Iron & Steel Co., Houston; second vice-president, J. L. Keith of the E. L. Wilson Hardware Co., Beaumont. Executive Committee, Ed. S. Hughes of Ed. S. Hughes & Co., Abilene; W. L. Sanford of the Roberts, Sanford & Taylor Co., Sherman; George Trumbull of the Huey & Philip Hardware Co., Dallas; F. A. Heitman of the F. W. Heitman Co., Houston.

### ARKANSAS RETAIL HARDWARE ASSOCIATION.

From the official programme of the Arkansas Retail Hardware Association for the eighth Annual Convention, which will be held at Little Rock on June 11, we should judge the proceedings will be of a more interesting character than usual, and command a larger attendance of the members. The entertainment features have been well looked after, and will prove as important in their results as any part of the three days' session.

In the Convention proceedings there will be a number of excellent papers delivered by the members, among which will be the following:

"Needed Legislation," by R. F. Roys, Russellville; "Freight Rates," by J. D. Mays, Helena; "A Lifetime in the Hardware Business in Arkansas," by C. T. Rosenthal, Batesville; "How to Take Inventory," by J. B. Hurley, Warren; "A Neglected Line in Arkansas—the Vehicle and Implement Business," by Geo. L. Turner, of the St. Louis house of the John Deere Plow Co. A practical talk on "Window Dressing" will also be given by A. V. Walker, of Bracy Bros. Hardware Co., Little Rock. Another address will be that by Geo. Russ Brown, secretary of the Little Rock Board of Trade, whose topic will be "Why Our Business Men should recognize the Resources and Possibilities of Arkansas."

The Question Box will furnish matters of entertaining and unquestioned suggestiveness. It is—as it is becoming necessary—receiving the close attention of Hamp Williams of Hot Springs, and the large number of questions suggested by the programme will be added to by eager delegates in quest of information, making it play a leading part of the otherwise happy occasion.

Among the entertainment features more especially arranged for the ladies who will adorn the Convention parlors, are automobile and trolley rides and a theatrical programme; while the gentlemen, more particularly, will enjoy the Baseball Game and a Smoker, which will be heard from. The Smoker, it is understood, will give evidence of the hospitality of the Simmons Hardware Co., whose popular Sales Manager for Foreign Countries, John Hall, is expected to deliver an interesting address on "The Hardware Trade in Foreign Countries," accompanied by an admirable collection of stereopticon views.

### NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

Ample preparations have been made for the entertainment of the assembled multitudes on the occasion of the Joint Convention to be held in Boston on June 18, and the two days following. The hospitality of New England is proverbial, and the ladies officiating on committees and otherwise may be relied upon to do their best.

The annual Ladies Night Banquet will set 666 covers in one of the large halls in Ford Building and 435 in another, this being a new building and one of the finest in the city, every convenience being there, including every possible appointment for the comfort of guests. The musical programme of the Ladies Night will be furnished by a ladies orchestra and vocal club. The tickets are already being demanded in large numbers and the guests will include all of the visiting delegates as well as many affiliated manufacturing and jobbing trades in New England. The membership of the New England Association has increased about sixty per cent. in the last eight weeks. The exhibition

will include the representative firms of the trade, and all set in an artistic manner in adjoining rooms en suite at convention headquarters.

The ladies committee are arranging for a Theatre Matinee and Ball Game Matinee, a trip to Norumbega Park by trolley, and an automobile trip. The general entertainment will include an excursion to New Britain, one to the United Shoe Machinery Company plant at Beverly, an evening at Wonderland Park, at Revere-by-the-Sea, and a visit to the "Pop" concert.

On Thursday evening, June 20, an "Indian Supper" will be held for gentlemen, which will be novel in every respect, and at which the guests will be "Buffalo Bill" (Col. William F. Cody) and a delegation of six Indian Chiefs.

### DEATH OF JOHN A. WALKER.

John A. Walker, Vice-President and Treasurer of the Joseph Dixon Crucible Company, died at his home, Jersey City, N. J., on May 23. Mr. Walker was born in the city of New York, September 22, 1837. He received his early education in the schools of Brooklyn, and, although prepared for college in a private school, chose commercial life. After an excellent business training in the city of New York, and after serving his country in the civil war of the South, Mr. Walker in 1867 became connected with the firm of Joseph Dixon & Company, of Jersey City. In 1868, when Joseph Dixon & Company became incorporated as the Joseph Dixon Crucible Company he was made secretary of that company and began his lifework in making known to the world the many uses of the then but little known form of carbon—graphite, of which the Joseph Dixon Crucible Company have been the best and most widely known exponents.

Mr. Walker served the Dixon Company as secretary and largely as manager until 1891, when he was unanimously elected to the dual position of vice-president and treasurer, the latter office having been held by him for some time previous. He held these offices without interruption until his death, the general management of the company also being largely in his hands.

Untiring and persistent devotion to business, however, with increasing age and lack of needed rest and recreation, began to tell on his vigor and strength, and on April 24 he went home for what he and his intimates supposed would be a few days' rest. Complications set in and a month later he was at rest forever.

As vice-president and treasurer of the Joseph Dixon Crucible Company there was more than work enough for any ordinary man, yet, outside of his duties as such we find him vice-president Colonial Life Insurance Company, director New Jersey Title Guarantee and Trust Company, director Pavonia Trust Company, director the Provident Institution for Savings, president the Children's Friend Society, all of Jersey City; trustee the Stationers Board of Trade of New York. He had served as first vice-president of the National Stationers' and Manufacturers' Association. He was member of the Chamber of Commerce of New York and of the Board of Trade of Jersey City. He was chairman of the Executive Committee of the Cosmos Club of Jersey City, member of the Carteret Club, the Union League Club, the Lincoln Association, all of Jersey City, member of the National Geographic Society, and associate member of the American Institute of Mining Engineers, and of the Society for Psychical Research. Mr. Walker leaves a widow only.

The Brainerd Mfg. Co., Despatch, N. Y., in order to accommodate their largely increasing business, and to provide superior facilities for accomplishing it, are now building a new factory which will be a modern built structure, constructed of cement blocks, and will be as complete as modern appliances can make it for manufacturing their extensive line of goods. They intend to run with electric power, and the plant will also include a brass foundry. The importance of having a factory fully up to the mark will prove a great advantage in prompt shipment of goods.

J. C. Moore, Main Street, Saltsburg, Pa., has just celebrated the thirty-second anniversary of his advent in the Hardware business. From a very small beginning, his business has grown to such an extent that he has associated with him as equal partners L. R. Moore, F. E. Shupe and J. F. Piper, these gentlemen having assisted by their energy in building up this prosperous business. Hereafter they will be known as the J. C. Moore Hardware and Supply Co. Their store contains the following departments: Hardware, Stove and Housefurnishing Goods, China and Queensware, Water and Gas Plumbing, Roofing and Heating.



## EVERYTHING IN WIRE

This is the familiar trade motto of the Wire Goods Company of Worcester, Mass.

Last October this company moved into its new and spacious building with 30,000 square feet of floor space, devoted exclusively to the storage and shipping of their enormous line of "Everything in Wire." It is six stories high, including a well-lighted basement, and measures 55 by 95 feet on the ground.

ABUNDANT DAYLIGHT, VENTILATION AND CONVENIENCES.

One of its most noteworthy features is the abundance of day-

perfect goods which may have escaped the inspector's notice, thus avoiding the trouble and delay incident to re-shipment.

Moreover, in these stock rooms, flooded with daylight, clerks work more quickly in filling bins or assembling orders, and are less likely to commit troublesome errors in their daily work. For dark days a sufficient number of electric lights keep each part of the building well lighted.

First consideration has been given to the comfort and convenience of all employed. Stupefying stuffiness, caused by lack

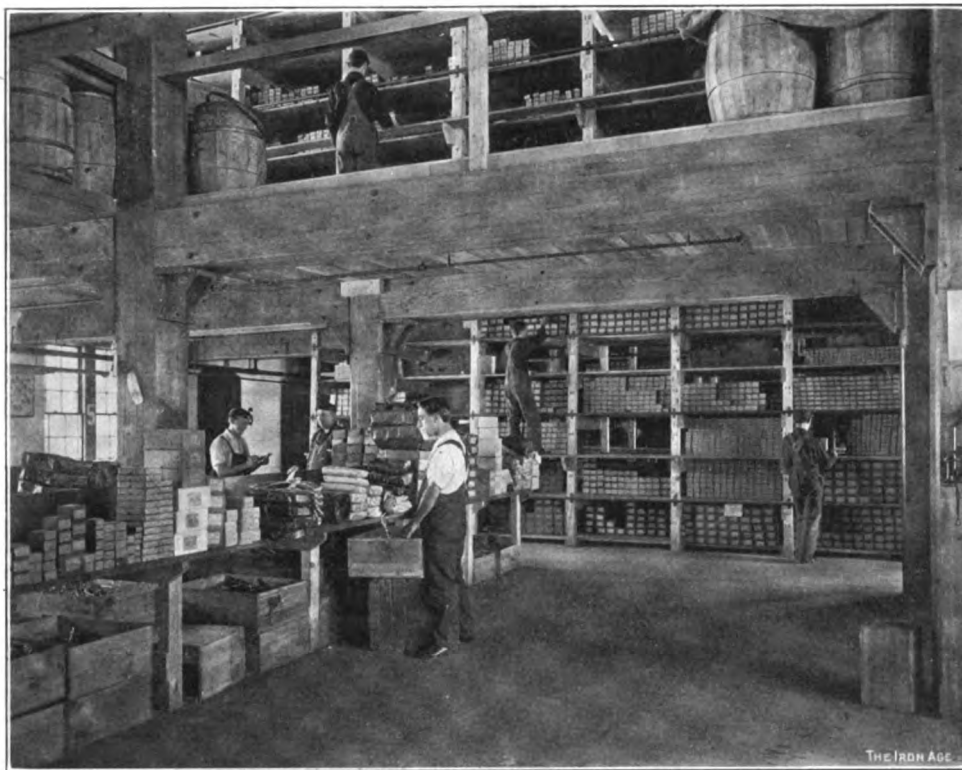


FIG. 1.—A VIEW OF THE SHIPPING ROOM.

light admitted to every floor through broad and high windows, one at the end of each alley on each floor. A glance at the accompanying photographs shows this. There are no dirt-breeding corners in any part of the stock-, packing- and shipping-rooms;

of ventilation, is absent. The presence of sunlight everywhere and perfect ventilation makes each floor a delightful place in which to work. Handy labor and time-saving devices of every kind make work play, and it is no small wonder that contentment

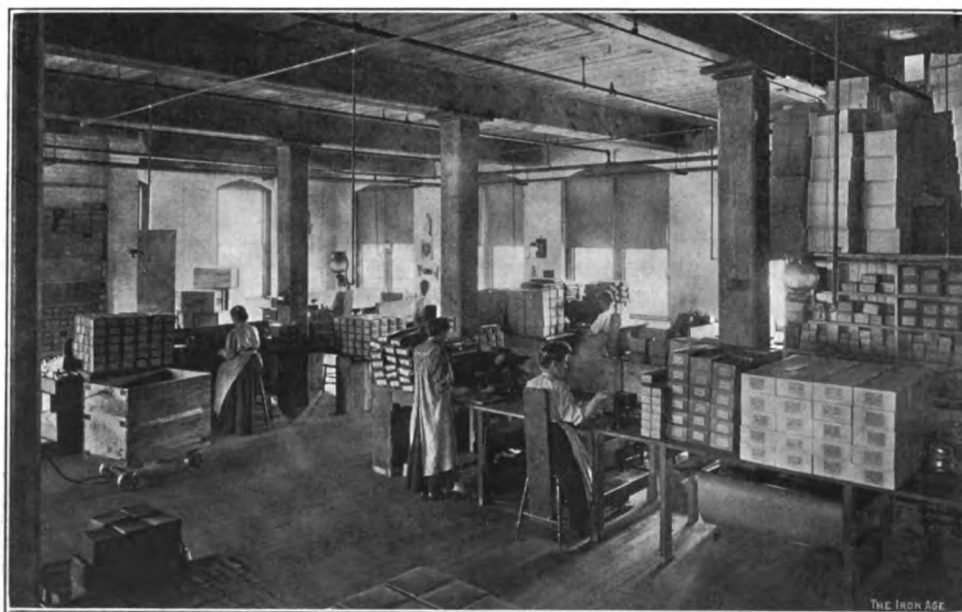


FIG. 2—WELL LIGHTED AND VENTILATED PACKING ROOM.

no chance for any salable goods to "play hide and seek" in heaps of rubbish and no possible loss of goods from this source as was formerly the case.

Plenty of daylight also enables the stock clerks to detect im-

is writ large on the faces of the employees of this company.

A smaller express elevator and a larger freight elevator shown in Fig. 1 greatly facilitate the handling of small and heavy cases of goods.



In the back ground of Fig. 1 may be seen a truck of special design, used in assembling orders. It is heavily built of hard wood, bound throughout with wrought iron and has small wheels. Its handle is kept in an upright position by a chain, ready for use at all times.

The same picture shows a wire basket, hanging to a rail, used in assembling smaller packages for an order.

No step-ladders are used in the alleys of the stockroom. Instead, a wooden footway (see Fig. 1), 3½ feet from the floor,

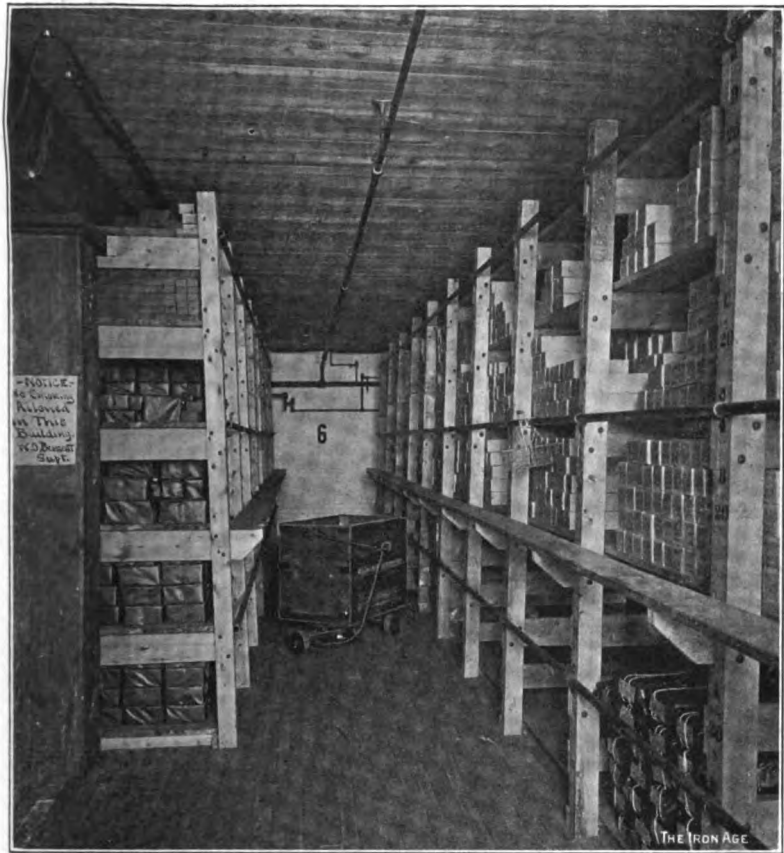


FIG. 3—ONE OF THE ALLEYS IN STOCKROOM.

extends the entire length of each side of every alley, and is used in connection with three railings of 1½ inches iron pipe, supported by wrought iron sockets.

Fig. 2 shows the plan of the stockroom floor. It corresponds exactly with each of the other floors. For instance: The sixth

ing, while goods in greater demand are stored within easy reach of the packing and shipping rooms.

Each longitudinal row of bins (see Fig. 3) has its letter, A at the bottom and E at the top, and each vertical tier of bins has its number—even numbers are on one side and odd numbers on the other. The same numbering is carried out on all floors so that no time is wasted in looking for a given article.

The clerk has but to look at a loose leaf stockroom index (Fig. 5) to find opposite the name of the article desired, the floor, alley number, bin number and letter. In this way, it is made easy to become perfectly familiar with the stockroom in a very short time.

Track is kept of goods "out of stock," "very low" or "low" in the most systematic fashion, and the goods needed are promptly replenished by each department of the factory.

|  |                | Floor Number | Alley Number | Row Letter | Bin Number |
|--|----------------|--------------|--------------|------------|------------|
|  | Soap Shakers   | 826          | 5            | 2          | D 1        |
|  |                | 826          | 2            | 4          | A 123      |
|  | Sponge Baskets | 349          | 5            | 1          | B 6        |
|  |                | 350          | 5            | 1          | B 8        |
|  |                | 352          | 5            | 1          | B 10       |
|  |                | 354          | 5            | 1          | B 12       |
|  | Sink Strainers | 0            | 4            | 9          | -- Stall 5 |
|  |                | 1            | 4            | 9          | -- 6       |

FIG. 5—PAGE FROM LOOSE LEAF STOCKROOM.

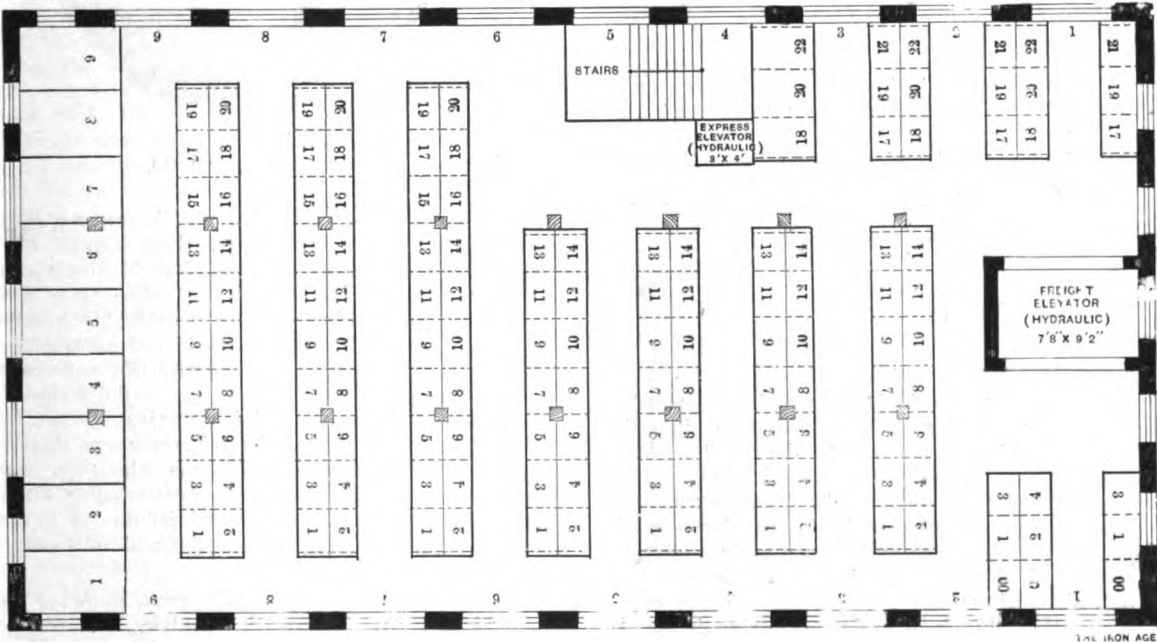


FIG. 4—PLAN OF STOCKROOM. SYSTEM FROM CELLAR TO ROOF.

floor has an alley No. 6 which is located directly above alley No. 6 on each floor below it. The bins on each floor are arranged in identically the same way.

Naturally, the goods for which there is less demand, have been placed on the top floor, and in the farthest corners of the build-

Thanks to the enormous stock always kept on hand, it can fill and ship promptly widely diversified orders, large or small, almost the very day they are received, to the great satisfaction of its constantly-increasing number of customers in all parts of the country.



## BUSINESS SUCCESS AND HOW TO OBTAIN IT

BY GEORGE T. WRIGHT.

At the Seventh Annual Convention of the Kentucky Retail Hardware and Stove Dealers' Association, held at the Galt House, Louisville, the following timely address was delivered by Mr. Wright, who is the Territorial Manager of Hibbard, Spencer, Bartlett & Co., Chicago. The address commanded attention from all the delegates, and from lack of space was omitted from our report of the proceedings, with a promise of a better fate at a later date, which we now redeem.

Your secretary has assigned to me this subject, to which I do not feel I am able to do justice. There are two view points from which we may consider it, both theoretical and practical, but I am not possessed with the egotism, frequently born of success, to believe that I am capable of telling you, even in a theoretical way, what it is or how to analyze and state it to you in a concise manner, that you may take it home and apply it in a practical way that will bring you immediate success; therefore, we will consider it in a logical way, only.

While I have brought you no new thought or secret to success, I believe, for the achievement of our efforts put forth in these conventions, it is essential to our success that we review occasionally some of our battle-grounds and consider some of the trade evils and commercial problems that emanate therefrom, so I take the liberty of incorporating into this address two other thoughts, which are adjuncts to the subject given me, to which I add

### CO-OPERATION AND COMPETITION.

the first of which is necessary to have, the latter, the evils of which it is necessary to avoid as much as possible that we may attain that which the subject suggests.

Did you ever stand in the midst of a great throng of human beings, or possibly a little aside from it, and ask yourself the question: "What does it all mean—for what purpose are all these people here?" In other words, what is the ultimate meaning of this race in this life of ours—for what purpose are we here to-day?

It has a meaning, and we are here as demanded by modern business conditions, which form the ways and means of our success; we are in a race after something; times are changing and we find ourselves in a new era. We find

### THE OLD "STAGE COACH" WAY OF DOING BUSINESS IS PAST.

It has been succeeded by the present-day record-making way of doing business; in fact, we find ourselves as a modern limited mail train, rushing over bridges and through tunnels, all possessed with one great aim—SUCCESS.

Our coming together in a body here, to gather new thoughts and to devise plans to be taken home with us to be used as fuel, to further the progress of our respective business enterprises, suggests to me the two cardinal elements or primary causes, which are some of the effects of our efforts to succeed, and which force us to come here; one of which is responsible for the strenuousness of a successful business man's life to-day, and which could be relieved of a great deal of its unpleasantness, by just what this association teaches, "Co-operation," and this cause or trade condition to which I refer is "Competition." It pleases me to see the attendance of the meetings of your Association growing; it shows you are working, and impresses more fully upon my mind the fact that

THE KEYNOTE OF BUSINESS SUCCESS IN THIS, THE TWENTIETH CENTURY, IS "CO-OPERATION."

By your united efforts you no doubt have and can correct a great many of the commercial evils that have crept into the trade of your State, which are common to the retail business in general, as well as every branch of commercial life.

By this Association you can annihilate the unwholesome conditions among you, and my impression is the broader a man's views are along the lines of co-operation, the more successful he is in business, and that from such men come our best thoughts and best plans of action.

"BUSINESS SUCCESS"—What is it? You can take the world from the beginning of mankind and you will find God has created it as a challenge to the genius of man. We have before us the world, with all its hidden treasures and undeveloped possibilities, upon which man may spend all his resources, but with all the results of the efforts of science we find ourselves as yet in the cradle of development. The exactness of modern busi-

ness method has made the study of success a science; for every effect there is a cause, and the business man is coming to realize that lack of success in his business is due to some definite cause—and the greater his lack of success the more vital the cause.

To know what makes success—only an analysis of the elements that have contributed to the success of each individual or enterprise will answer the question; but, as we are considering the subject on general principles, I think you will find the question, "what is success," is answered best by careers which have been guided, in greater or less degree, by other gods than money.

THE MAN WHO WORKS SOLELY FOR MONEY SELDOM GETS ANYTHING ELSE.

Fame is not for him, for, by the law of compensation, if we get anything it is usually that for which we work.

Many who have achieved great success will tell you to get the fullest blessings of life, that are associated with success, we must respect with deepest veneration and gratitude other gods than the "dollar."

For success lies not alone in making money, and many men



GEORGE T. WRIGHT.

who have given proof of hard-headed business ability have deliberately repudiated money, and their wealth of gold has come as the accident, not the end of the business career.

There are plenty of failures in life who regret their careers, but should regret their ancestors instead, for introducing into the family blood tendencies which do not harmonize with success. There are people who are always malcontents, who never rest easy with the fortune fate brings in the wake of their endeavor, and in their own opinion always deserve better than they get. It is not among the failures alone that regrets are remarkable. Frequently it is the man whom the world deems apparently successful, that will occasionally astonish their friends by confessing to a sense of failure—of having spent a busy lifetime endeavoring to conquer and of having failed to reach the goal of his desire.

A business must advance or disappear, more or less rapidly, and in this country, above all countries, the test of time is swift and unerring, so it is necessary that we study and know how we may succeed.

As the qualities necessary to success are so varied, it is impossible for any one man to possess all of them, therefore, our success can be measured by our ability to generate original ideas—to analyze another's ideas, adapt them to our require-



ments, not simply endorse what another man does or says, for where he would succeed possibly we would fail, or vice versa.. The great warehouse of the future is filled with unknown possibilities and success is a question of drawing out or developing latent powers.

There is a wealth of undeveloped faculties and powers locked up in every normal human being, and to make our existence a positive element we must turn on to the wires of our business the current of thought; let it run into every detail of our business and analyze every feature of it.

To succeed in this age of activity and keen competition in all lines of business, we have forced upon us increased demands and requirements to keep pace with the times and draw from commercialism that which contributes to success.

"Can do" are two small words, but they form a magic phrase that opens the door of hope towards success if we will but have faith and go forth on a conservative basis, and, filled with determination. One reason some men do not accomplish more is because they do not attempt more, for "according to your faith so be it done unto you." Faith in self is born of knowledge of the possession of certain qualities.

FAITH IN SELF IS INSPIRING AND UPLIFTING,

and the man without this quality is to a certain extent handicapped. A mistake is frequently the basis or foundation of success, but we should profit by our experience, by analysis in a systematic way of the condition.

ANOTHER GREAT FACTOR IS ENTHUSIASM.

for, commercially speaking, about the "deadest" man is one without enthusiasm; it is hard to cultivate, but a "sure winner" when you have it, and is a power like a mighty magnet influencing everything that it touches. I do not refer to spasmodic, but habitual enthusiasm, as it will assist you to overcome difficulties. You may make a few mistakes, but the man possessed of persistent, positive, perpetual enthusiasm, has a wonderful influence, has a broader field of action, accomplishes more than the man who never attempts anything new. I do not intend to say that enthusiasm is foolish, but there is more hope for a fool than the man who has no faith in himself or is without enthusiasm.

You may ask yourself the question, what is business? and you will find when reduced to its lowest terms of expression, it is "buying and selling."

It is a game so full of excitement and intrigue, and one that is so fascinating that we play it until we have success or failure as our reward.

It is a game wherein man is pitted against man and one that brings us down to where we close the deals, where we make or lose, and as our profits lie in selling, this one feature becomes at once a great fly-wheel force in our success.

To me

IN SELLING LIES THE MOST FASCINATING PRACTICAL FEATURE OF A BUSINESS,

as it is here that knowledge, or real knowing, crystallizes into art, and from which the fruits of our science in business are realized and unless properly sold you have no profits; therefore, selling is the motive power of our business.

I will not undertake to tell you how you should sell or set up and conduct a model Hardware store. As each of you, no doubt, is doing business under different circumstances you cannot be treated on the same basis; but if you will study this question of selling from its various points of view, you will find you can increase your business and profits through your sales more than you can by trying to save money in buying.

Adopt the plan of the catalogue-houses of going direct to the trade around you with your advertising matter.

The demand for and a very large percentage of the sales of the catalogue-houses is created simply by placing in the hands of the consumer a catalogue full of pictures, descriptions and principally net prices.

There are furnished by certain jobbers, free of charge, net-priced circulars on seasonable goods to be distributed to your trade, and a catalogue for your regular business, with such prices that enable you to increase your business, not by increasing your stock, but by making sales on such goods you do not carry in stock, and instead of telling the trade you do not carry it, tell them you can get it in a few days, and quote them a price, whereby you save the order from a catalogue-house and frequently make other sales and win a new customer.

We must put forth and foster new ideas and

NEW SCHEMES FOR THE CONTROL AND ADVANCEMENT OF OUR BUSINESS

and keep at home the trade that is going away from us, not so much on account of the invader having the advantage, as the fact we do not put forth our efforts to keep it at home by

using our natural advantages or position on the race-track of commercialism; and if we do not do this we must take the consequences as a sin of omission, and it will be as Carlyle has truthfully said: "The race of life has become intense; the runners are treading on each other's heels; woe be to the man who stops to tie his shoestrings."

The difference between a successful and an unsuccessful merchant is that one improves his business year by year by taking advantage of all that modern times afford; the other keeps it where it is, and it keeps him where he is, considerably behind the times and frequently dropping back, perhaps slowly but surely.

You should have "system," which is the keynote of a successful business, and to a practical degree it is flexible, and just as a "backbone" is in this respect the essential feature of the man's physical construction, so "system" is the backbone of business. Neither man nor business can get along successfully without backbone, and the better the physical backbone the better the man, the better the business backbone or "system" the more successful will be your enterprise.

The word "system" is not half so formidable as it sounds; it is simply the difference between looking for something you can't find and having everything around your place in proper order. System is a way and a place for everything and everything in its place, but a business with a place for nothing and nothing in its place is seldom successful.

In your business you should have system in buying and selling, rules for store management, rules for keeping up your stock, your store clean and attractive.

You should have personality, for this, if you will think of it, is a feature in every business proposition, and in a measure contributes to your success.

You should have that positive quality, that central magnetic essence of true manhood, the natural product of which is a drawing power, a business-getting power necessary to success and it is a standard or guide in your business, worthy of all acceptance. You should study those with whom you come in contact and appropriate to your own good the good qualities of personality found in others and by having made the study you will find that much of the success of others is also available to yourself.

Cicero said:

"Wise men are instructed by reason;  
Men of less understanding by experience,  
and beasts by nature."

But, as there is some reason in every man, we should, in selling, appeal to the reason of our customers, instead of his pocket-book, and show some regard for his interests and you will win new customers.

Your selling force acts either as a dividend-payer or dividend-destroyer, the latter very frequently by lack of proficiency. Nearly every salesman, whether behind the counter or a commercial traveler, has some fault but the prevalent cause of failure is their inability to make a logical proposition, in such a manner as will appeal to the purchaser, of the salient selling features of the article he is trying to sell.

Here is where the education of your salesmen is necessary; give them every opportunity to learn from the traveling salesmen and the letters from the source of your supplies, all they can about the goods you are buying.

A MAN MUST BE ABLE TO STATE A PROBLEM BEFORE HE CAN SOLVE IT, therefore, if a salesman knows what he is talking about, it only needs a logical presentation to the customer whereby many a sale is made when in reality you have advantage in no other way over your competitor.

It requires more to sell certain goods than to lay them upon the counter or to say this is a good padlock for 25 cents; this is also worth the money, but if you can tell your customer this one has more tumblers, a heavier staple, a steel case, etc., you give him some facts that appeal to his reason, and in many cases you can sell a better article and one with more profit to you than if you would simply state the price and allow him to select, for in many cases he would take the cheaper article with less profit to you and get less satisfaction from the use of the item bought.

"COMPETITION": This is something that does and ever shall exist, and well enough that it does, but it is a commercial problem we both collectively and individually should endeavor to solve, both by mutual agreement, through the good offices of this Association, and by applying individually our local conditions to place this conflict, which is suicidal to our profits, on a higher plane, but each of us should hold ourselves responsible in a measure for these circumstances, and until we place upon our own shoulders all the blame justly due us we cannot alle-



viate the pressure upon our profit accounts from the source of competition.

There is no one other trade condition that throttles our profit account or deserves more careful attention as does this commercial weapon.

We should remember by overcoming our adversaries we grow strong and achieve success that can be had in no other way, but at the same time

COMPETITION SHOULD BE BASED ON ETHICAL PRINCIPLES and we should not forget if it were not for competition our achievements would not be so great.

We are told that when, after centuries of battle, the Romans had about succeeded in conquering all their enemies, the grim old Cato, that great Roman character, put to his countrymen this question: "What is to become of this Rome of ours after she shall no longer have any State to fear?"

Cato had the thought that if the time ever came when Rome had nothing more to push against and competition ceased, her greatness would collapse and the "glory which was Rome" would pass away. In other words, Rome was something that had been achieved through long and terrible conflicts and she had grown strong by meeting and overcoming the resistance of the forces which would destroy her; therefore, we should not become faint-hearted on account of the fact that we have competition, but should improve our circumstances by using the forces at hand to conquer the invader who is claimed by the retail dealer as his worst enemy.

Competition does not mean that you or I should go out of business or that your competition with your neighbor Hardware dealer should be of a vindictive nature, but, on the contrary, we should in our business dealings, and as far as possible, apply the golden rule, and instead of having to watch the other fellow so closely you will have more time to watch your own business enterprise. The stress of

COMPETITION OFTEN LEADS TO BUSINESS ANIMOSITIES and you have often heard the expression, "We will put him out of business," which is the most foolish and extravagant idea in which a man may indulge, and by cutting to put the cutter out of business, it usually transpires that the aggressor is the one who suffers the most.

The business man who harbors this kind of a grudge, unconsciously gives more time to watching the other fellow's business and "doing him up" than he does in building up his own, and no man can afford to nourish a business animosity of this kind, as it will surely lead him into the extremes of competition, and ultimately sap the vitality of his own business; therefore, do not decry your fellow merchant, but strive to increase your profits and uplift the cause of the retail business.

It is a question, sometimes, whether it is expedient to let the cutter, who apparently is not disposed to get a fair price for his goods, have the business at prices you know to be unprofitable, or to undertake to meet him in a like measure, cut for cut, even though it is a loss to you; but, as you well know, continuous price-cutting, beyond a legitimate profit, only portends bankruptcy; therefore, you and the retail Hardware business in general will be benefited by letting him reel out his line, for the end will come and it will not be how long, but you will be surprised to see how soon.

If you have a competitor with a price-cutting disposition you cannot afford to establish a competitive warfare, for while you may undersell him on something or on some item in question, he will act like a boomerang and come back at you, and thereby you both will have suffered.

There are a great many ways to overcome this. Do not indulge in price-cutting yourself. Fight the other fellow by pushing your business, and by the sale of your goods through salesmanship, for in this you have the secret or science of the whole problem, not the art, for art is doing, and science is knowing, and learn the fundamental principles of logic from a sales standpoint; for, in the marketing of our goods is our profit.

By encouraging friendly feeling between retailers; by deciding to have a legitimate profit, and, by the diversion of trade into the proper channels, you will make less keen the competition and increase your profits, and usually you will find the better the profits and the more prosperous the merchant, the better man he is.

As every individual is a part of this great nation of ours, and as each wields an influence for good or for bad, just so every Hardware dealer in the State of Kentucky should be a member of this Association, and join with you here and utilize the contribution of ideas brought out by your co-operation, to lessen the competition and meet the future conditions; for by many of you working and studying together, this great problem, "the science of buying and selling," you can accomplish more than one man alone.

#### AMONG THE MANUFACTURERS OF BRYAN, OHIO.

The Bryan Showcase Co. report that the first four months of 1907 shows business far ahead of any other four months in their history. They find all kinds of merchants are improving their stores with new shelving and wall and counter cases of the latest and most substantial patterns. The outlook for the rest of 1907 is very promising.

The Bryan Plow Co. have had a most satisfactory Spring trade. Every year they are extending their territory until the Bryan plow has become one of the standard plows of the country. Their export business has been exceptionally good, and has become a feature of their business far beyond their expectations. Their store stools may be found in a great many of the principal cities and towns of the United States, and their export orders have increased in the past two months. The new riding plow made by this company possesses all good features of years of expert plow-making, and it is up-to-date.

The Bryan Grave Vault Co., while being on the market less than a year, have met with most satisfactory success. This new vault possesses so many good features over similar ones that it is only a question of time until it will be used in every State. It is said to be the only water-proof vault made, a feature that is most desirable.

S. S. Cox Mfg. Co. are steadily increasing their business, and find the demands for show cases and interior work increasing. They are shipping many fine specimens. Some of the finest bank fixtures ever produced are made by this company. The new features in their wall cases are: Washable Sliding Doors and Non-Overflowing Drawers. Their electric fixtures are very pleasing. They are working to their full capacity.

The Bryan Mfg. Co., makers of the Champion Malleable Shod Wheelbarrows, have started on their forty-fourth year. They are the originators of the bolted barrow; also the malleable shod features of barrow-making, and the truss plan of tubular barrow construction. Never before in their history have the trade so appreciated good, perfect, well-made goods as in the past year. The Champion has always maintained that high standard of perfection until it has become known the world over. The improved manner of packing is of much interest to domestic and export trade, and is being appreciated. The company is running to its limit of production. A trip through its factories and warehouses is very interesting, and well repays the time, showing to what degree of perfection the exclusive making of wheelbarrows can be brought.

Bryan Novelty Co. are turning out a variety of Display Tables and Racks and Stools, and their trade is very satisfactory, with the prospects good.

Bryan Insulating Fibre Co. is a new industry, manufacturing many articles that have been made of hard rubber heretofore, such as telephone and automobile parts. Fibre board can be used for many things in which hard rubber has heretofore been employed, at less than half the cost. There is undoubtedly a great future for this new industry.

We doubt if any traveler could find a more inviting little city to stop in than Bryan, Ohio, with its broad, paved streets and its great number of shade trees, large, full-sized business and residence lots, its stately court house placed upon the large Court Square, its magnificent Public Library Building, its well-appointed banking houses, erected especially for the business, its splendid plate-glass business houses, its pretty residences, its flowing wells of the purest water, and the most home-like hotels, with a full equipped Fire Department, and light and water plant, its fifteen church buildings, its large school buildings and grounds, a fine athletic park ground, and one of the most beautiful farming countries surrounding it. The New York Central's main trunk line of road, and the Cincinnati Northern and the Inter-urban lines make it quite a railway centre.

A TRAVELER.

#### TO MAKE HORSESHOES.

A new company has been organized in Rhode Island for the purpose of manufacturing horseshoes by a new method. The machine, which is to do the work, is invented by a man who has for a number of years been engaged in the horseshoe business. It operates on what machinists term the rotary principle, and is said to be capable of turning out perfect shoes with a single handling of the bar, taking the bar directly from a rolling mill, cutting it the required length and running it while still at red heat between dies, working against each other on circular beds, which punch the holes and fashion the style of shoe. It is stated that shoes with calks, toe and side weights, and, in fact, every kind of a shoe now made by machine or by hand can be turned out, simply by changing the dies, at the rate of 15 to 60 shoes a minute for each machine. The new company will build its own machines as well as manufacture the shoes.



## RECENT TRADE PUBLICATIONS

ROYAL MFG. Co., Lancaster, Pa., have just issued a new booklet entitled "Practical Talks About Practical Grinders;" also a new Export Catalogue, which, besides being printed in English, is also printed in French, German and Spanish, with transposition of English weights into the metric system, and the translation of United States money into the corresponding language in which it is published. It also gives the net and gross weights for shipment, as also the measurements. The company state that their trade in New York City and adjacent territory can be supplied by Herbert Porzer & Co., 149 Church Street, New York, who are also their representatives for New Jersey and the New England States.

GEO. H. BISHOP & Co., Saw Manufacturers, Lawrenceburg, Ind. Blue Book containing "A Lesson in Manual Training," filled with practical points for boys with ambition and genius. The subjects covered include: Beginners Should Purchase Only Tools of Good Quality; Handsaws Required; How to File Saw Teeth; Use of Ripsaw and Crosscut Saw; Backsaw and How to Use It; an Exercise for Practice.

SAM'L C. TATUM Co., Water, Front and John Streets, Cincinnati, Ohio. Catalogue No. 20 of Tatum Hardware Specialties, including "Neverbreak" Clamps and Parts, "Automatic" Clamps and Parts, Twine Boxes, Paper Bag and Twine Holders, Letter Boxes, Store Trucks, Dumb Bells and Quoits. The "Neverbreak" Steel Bar Clamp appeals most strongly to any one using extension clamps.

UNION CUTLERY AND HARDWARE Co., Unionville, Conn., are presenting their new catalogue to the trade for the purpose of calling attention to their line of low-cost and staple Cutlery. A large and steadily increasing demand is evidence of the popularity of their goods with that class of consumers who require usefulness and durability rather than style. It is their aim to produce the best on the market in their class, not only in material and workmanship, but in design and finish as well. Owing to the frequent changes in the cost of material used in the manufacture of all metal goods, they print neither list nor net prices.

SIMONDS MFG. Co., Fitchburg, Mass., and 40 Murray Street, New York. Price List of Saws, Machine Knives, Crucible Sheet Steel, Files and Hack Saws, bound in stiff red linen covers, and filled with the finest quality of half-tones of their product. Four views are given of their factories in Fitchburg, Chicago and Montreal. Their product includes a full line of Inserted Point and Solid Tooth Circular Saws, Band Saws, Cross-Cut Saws, Hand Saws and Mill Saws; Machine Knives for all kinds and makes of machines; Discs, Slitters, Paper Mill Bars, Plates, Cork Cutters, etc. They also offer a line of Files, manufactured by the Simonds File Co., and a line of Hack Saws.

MILLERS FALLS Co., Millers Falls, Mass., and warehouse and sales office at 28 Warren Street, New York. Catalogue No. 30 of Anvils, Augers, Bench Drills, Bit Gauges, Boring Machines, Bit Braces, Chucks, Drill Gauges, Ratchet Drills, Hack Saw Blades and Frames, Glass Cutters, Saws, Tool Holders, Ratchet Screw Drivers, etc., etc. The company present a number of new tools in this catalogue, including a Corner Brace, Extension Bit Holder, Hand Drill, Breast Drill, Star Chuck, Coping Saw and Mitre Box. They state the list would have been longer but for the fact that the demand upon them for tools already introduced has forced them to devote their time almost exclusively to them. They have increased their facilities so that they are prepared to turn out their goods in greater volume than ever before.

STUDEBAKER BROS. MFG. Co., South Bend, Ind., have just sent out from the press their Catalogue, No. 268, of Dump Wagons, Street Sweeping Machines and Special Vehicles. The company has just placed on the market a new Contractors' Bottom Dumping Wagon, which is described in detail in their catalogue. The same high standard of workmanship and material that has made the Studebaker farm wagon the acknowledged superior in its

field, has made the Studebaker dump wagon so popular among careful and consistent buyers that they have been taxed to supply the ever-increasing demand. Contractors and municipal officials have found that not only have the Studebaker dump wagons all the most approved facilities for easy operation, but that the quality of the wood, iron and steel of which they are built and the thoroughness of their construction are such that these wagons may be depended upon for the maximum amount of service. The shrewd buyer realizes that the amount of service that a wagon renders is more important than the initial price, and on the basis of actual service the Studebaker dump wagons are the cheapest on the market.

JOHN STORTZ & SON, 210-212 Vine Street, Philadelphia, Pa., manufacturers of Tools and Hardware Specialties, have just sent out from the printer an illustrated catalogue of their products, including Plumbers' and Tinnerns' Tools, Ice Tools, Oyster Knives and Tools, Crate Hammers and Hatchets, Box and Bale Hooks, Painters' and Paper Hangers' Tools, Brushmakers' and Loom Shears. A large part of this catalogue is given over to their line of Cement Workers', Pavers' and Contractors' Tools. As an introductory note, the company says: "The steady increase in the use of cement, concrete, asphalt, etc., in our cities and towns in the construction of roads, pavements, walks, warehouses, cellars, etc., causes a continued increase in the demand for this line of tools, and is therefore worthy the consideration of the trade. Established since 1853 in the manufacture of tools, we can point to a continued experience of fifty years in the working of steel, iron, etc. In presenting this, our line of Cement Workers', Pavers' and Contractors' Tools, we wish to call attention that our tools are made of such design, material and finish as experience has taught practical mechanics are adapted and give best results for the purpose intended. We propose to continue to improve and add any new or desirable article which may be demanded or commend itself to our notice."

KIRK-LATTY MFG. Co., Cleveland, Ohio. Catalogue of Juvenile Automobiles, 20th Century Limited and Hercules All Steel Express Wagons, Velocipedes, Toy Garden Barrows, Cycle Wagons, Hand Cars, Coaster Wagons, Bob Sleds, Sulkies, Lamps, Horns, etc., etc. Skill in manufacturing, acquired by long experience, exhaustive tests, the best of material and the closest attention to details, combine to make the above tools absolutely without equal. These machines must be seen to be appreciated. They are constantly adding new models and their line will always be the leader. In addition to their extensive line of Children's Vehicles, they are also very large producers of Bolts, Nuts, Screws, etc.

H. M. QUACKENBUSH, Herkimer, N. Y. Catalogue of Nut Picks and Cracks. These articles are all constructed of steel, handsomely chased with beautiful designs and heavily plated in nickel or silver, making them always look bright and fresh. They are well made in every respect and intended for practical use. The points of the Picks are especially adapted for picking out meats of nuts, and are not so clumsy as on those usually sold. The corrugation on the Nut Cracks are sharp, which cuts the nut and reduces the labor largely in the cracking of same. The cases and boxes in which these goods are put up are substantial and very attractive.

KRAMER BROTHERS FOUNDRY Co., Dayton, Ohio. Catalogue No. 4 of Gem Cement-Sidewalk Tools, in which is presented a larger assortment than in any previous catalogue. Their line includes tools adapted both in shape and size to all kinds of cement-sidewalk building. In the contents are shown Gem Edgers, Jointers, Groovers, Square and Round Angle Tools, Curb and Gutter Tools, Radius Tools, Pointers and Beading Tools, as well as Tampers, Impression Frames, etc. A number of pages are devoted to the subject of Cement-Sidewalk building, and Mixtures of Grout and Top Dressing, with instructions how to make cement blocks waterproof. All their tools are wrapped in tissue paper, and the handles being driven into sharp lugs prevent them from turning. The numbers cast on every tool make it simple for the dealer in checking up. All the handles are made of ash.



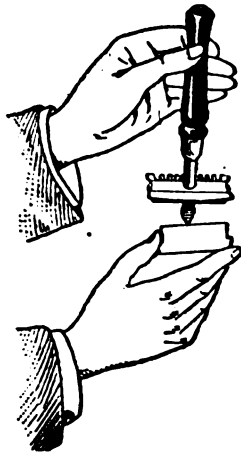
## NEW GOODS AND SPECIALTIES

### THE "ENCHANTMENT" SERIES OF SAFETY RAZORS.

In another column will be found an advertisement of the "Witch" and "Wizard" Safety Razors, manufactured by the Fremont Crescent Metal & Mfg. Co., of Fremont, Ohio, a concern very well and favorably known as makers of household and kitchen cutlery, specialties, and blades of all kinds for all purposes. The especial merits claimed for these razors is their

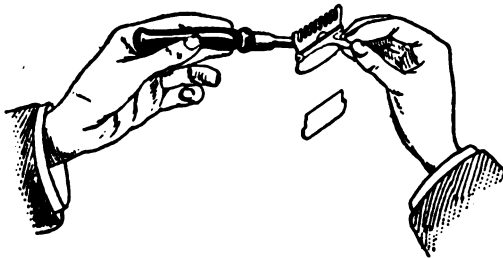


great simplicity, being entirely free from complication, durability, ease of cleaning and handling, and particularly the very high grade of steel used in the blades, being the finest that money can buy or intelligent skill produce, made especially for these goods. The special methods of handling the material, shaping, tempering, grinding, used by the Crescent people, originated and perfected in their own shops, enable them to warrant their goods



TO INSERT THE BLADE, SLIP THE BLADE IN AND CLOSE THE LEVER.

to give entire satisfaction to all purchasers. Blades are clamped their entire length; cannot get loose; very easily taken out and put in; no parts to twist, turn or get out of order, there being but two pieces—blade and handle. Blade-holder is of special,



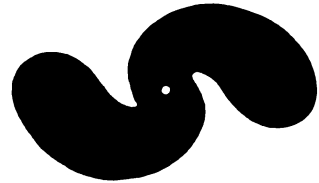
TO REMOVE THE BLADE, RAISE THE LEVER AND IT WILL DROP OUT.

non-corroding metal, proof against rust. The list price of the "Witch," complete, with ten blades and special stropping handle, in neat case, is but \$1.50; "Wizard," with twelve blades, \$2.00,

and with twenty-four blades, \$3.50, with very liberal discount to the trade. The Crescent people sell no goods at retail, through agents; nor to mail-order or catalogue houses, trade being solicited and orders accepted from regular, legitimate dealers only.

### A WEEDLESS PROPELLER WHEEL.

A propeller wheel, which is absolutely weedless, has long been the desire of every person who uses a power boat. There have been numerous claims for weedless wheels made in the past, and some people may be skeptical as to those put forward in the present. The Stickler Weedless Wheel Co., of Portage, Wis., claim that they have a perfectly weedless wheel and offer to demonstrate its efficiency. Our shallower lakes and streams abound with weeds and the clogging of a wheel in their tangles is a perpetual trouble. Now, this wheel does not

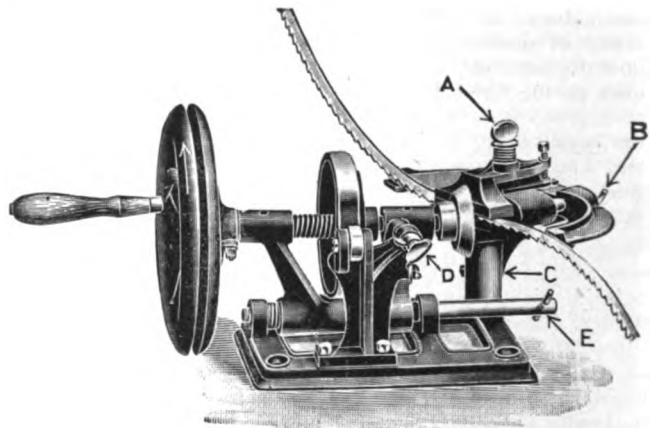


A WEEDLESS PROPELLER WHEEL.

cut the weeds but glides through them like an eel. Its shape is such that it takes water first at the center. At that point the blades run directly towards the water, while the volume displaced is increased to the edges of the blades. This makes it impossible to catch anything on the wheel while the danger of breaking it by striking an obstruction is greatly lessened, as a blow is always a glancing one. Every one interested in power boats can have a further description of this wheel from the company by sending a postal with a request for the same.

### IDEAL BAND SAW SHARPENER.

The Rotary File & Machine Co., 589 Kent Avenue, Brooklyn, N. Y., are placing upon the market the Ideal Band Saw Sharpener, of which we present an illustration. Practically every large modern wood-working shop nowadays is equipped with an expensive automatic band saw sharpener, but the smaller users of band saws, with one or two saws a week to sharpen, which would not warrant a large machine, are still pushing the hand file. The machine shown herewith, operated by hand or power, will interest this large class of band saw users, owing



IDEAL BAND SAW SHARPENER.

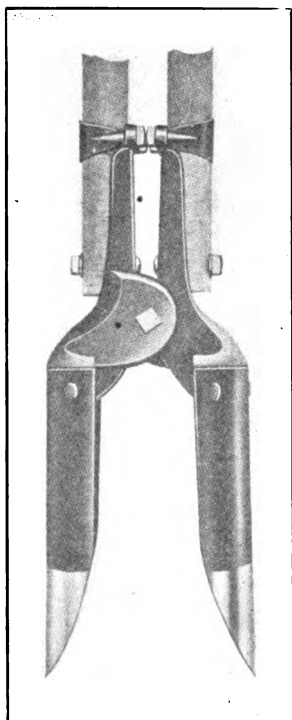
to its inexpensive character and simplicity. At each revolution of the file shaft the rotary file is automatically withdrawn from engagement with a tooth dropped back, and just as the smooth portion of its circumference reaches the saw it shoves the saw along for the next tooth. The amount of this movement is regulated, according to the size of the saw tooth, by a thumb screw. The file only cuts to a certain depth each time and this



feature insures accurate and even teeth. The construction of the vise makes it possible for a thick weld, and in fact, almost anything but a break to pass through the vise without stopping the machine or injuring a tooth. This machine will save three-fourths or more of the time of hand filing because it is entirely automatic and only requires the time necessary to put in a saw and start the machine.

#### NICHOLSON'S E-Z POST HOLE DIGGER.

Nicholson Mfg. Company, Holly, Mich., is manufacturing the Post Hole Digger shown herewith. The blades are made of 40 per cent. carbon steel. They are  $6\frac{1}{2}$  in. wide and  $9\frac{3}{4}$  in. long, No. 13 gauge steel. The shanks to which the blades are riveted are of malleable iron and weigh four pounds to the pair. The handles are of hard maple and hickory, 1 5-16 in. in diameter and

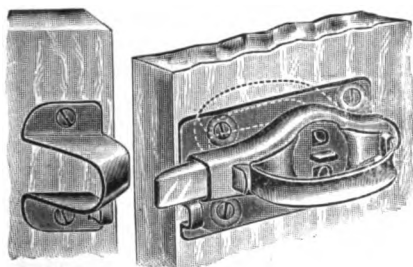


NICHOLSON'S E-Z POST HOLE DIGGER.

4 ft. long. The blades are cut in such a pointed shape at the bottom as to enter the ground easily and to come close together at the lower ends, thus taking up fine soil. A 5-16-in. wrought clip passes around each handle, and each end of the clips passes through clip ties on the top ends of the shanks without boring away any of the timber, adding to the strength of the handles. Each of the malleable shanks has a knuckle joint and an overlapping side brace at the hinge point to form a double barrier against side motion. A  $\frac{3}{8}$  by  $2\frac{1}{2}$  in. machine bolt passes through four thicknesses of heavy malleable iron at the hinge point. The two pairs of burrs on the clips on the inside of the handles prevent the handles coming together at the top, thus protecting the operator's knuckles. The shape of the blades at the bottom allows them to come close together, while the handles spread a comparatively short distance apart at the top. The clips around the handles, the double knuckle joint, the burrs on the clips and the comparatively small distance the handles are apart at the top when lifting the dirt from the hole, are alluded to as special features of the digger. Weight 125 pounds to the dozen.

#### WHITCOMB STEEL BARN DOOR LATCH.

The Albany Hardware Specialty Mfg. Co., Albany, Wis., are placing on the market a new Barn Door Latch, which has a



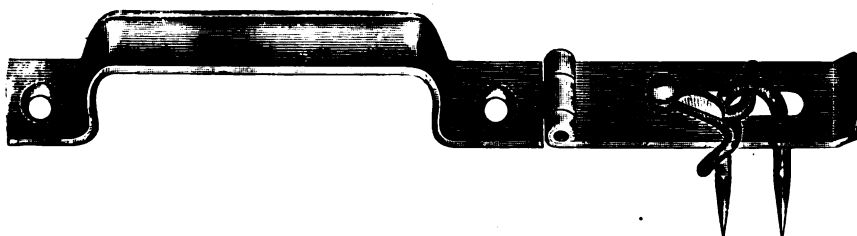
WHITCOMB STEEL BARN DOOR LATCH.

number of new and important improvements. It has handles of convenient shape for opening the door from either side, which can be adjusted without special fitting, to any door of reasonable

thickness. It automatically catches and holds the door either open or closed. It is attractive in design, material and finish and seems to be amply strong for all purposes. One of the most essential features of a good Barn Door Latch, and one which is usually found wanting, is that it shall have no projecting points that will either catch in the harness or injure the animal itself when passing through the door. It is claimed that this new latch eliminates this disagreeable feature entirely.

#### HANDLE HINGE, HASP AND STAPLE.

The National Mfg. Co., Sterling, Ill., are the manufacturers of a useful article in the way of a Hinge, Hasp and Staple that will be found sufficiently meritorious by the trade to command a ready sale. It is made of steel, japanned, and furnished in



HANDLE, HINGE, HASP AND STAPLE.

three sizes: No. 1,  $\frac{7}{8}$  inch wide; No. 2, with hook,  $1\frac{1}{8}$  inch wide; No. 3, extra wide, with hook,  $1\frac{3}{8}$  inch wide; has two screw-holes, one in each end. Packed with staples, one dozen in a box.

#### DISSTON CHROMOL HACK SAW BLADE.

Henry Disston & Sons, Inc., Philadelphia, Pa., are manufacturing Chromol Hacksaw Blades, which are highly esteemed for the special features they possess, which are: Strength, true cutting and the maintenance of the cutting edge. The material in the chromol hacksaw blade is made in the Disston Works and possesses the peculiar qualities of high speed steel, making it specially adapted for saw blades to be used for cutting metal; it so takes the special hardening and tempering that the teeth of the chromol blade will not crumble off, as is the case with some



DISSTON CHROMOL HACK SAW BLADE.

other makes of saws, but is so tough and strong that it readily maintains its cutting-edge and will wear longer than any other saw. The teeth are milled in, which gives a square cutting-edge to the points, as well as the proper pitch or angle for cutting metal. In the chromol blade the entire cutting-edge of the tooth comes in contact with the work, whilst with some other blades, on account of the manner in which they are toothed and set, only a slight corner of the tooth does the cutting. The advantages in the chromol blade are brought about by the manner in which it is toothed, as stated above, and by the improved method of setting the teeth, both of which insure rapid and true cutting. As an instance of how well the chromol blade works, in February they received from one of the largest traction companies in the United States a first order of blades, since which time they have had repeat orders from them, making a total of 550 gross of chromol hacksaw blades, and this certainly speaks for itself.

#### HOW THE AIR-BRAKE FIRST WAS USED.

The air-brake, writes Paul Latzke in *Everybody's*, was ushered into actual use in most dramatic fashion. The trial trip occurred in April, 1869. The train selected was the Steubenville accommodation running between Pittsburgh and Steubenville, Ohio. When the train was going at full speed, suddenly, as he came around a sharp curve, the engineer saw a stalled wagon in the middle of the track dead ahead. With hand-brakes only, nothing could have prevented a terrible smash-up. The formal time for the trial of the air-brake had not come, but the brake was there, and in desperation, not believing for a moment that the thing could possibly avail, the engineer threw on the air. But it did avail. The observers in the rear were almost catapulted out of their seats by the shock of the sudden stop. But when they saw the engine fairly poking its nose into the wagon-bed, so narrow had been the margin between safety and disaster, they forgot all about their shock, and stood in awed silence.



**THE BELL ELASTIC BARB WIRE.**

The accompanying illustration represents the Bell Elastic Barb Wire, manufactured by the Bell Wire Company, Jackson, Mich. This is a single, heavy-coiled steel wire, every six inches being turned completely around a mandrel. The barbs are four inches apart, short and sharp, and are warranted not to move. The barbs are rigidly seated on oval flats in the wire, and the flats are condensed in such a manner that the flats will bear a



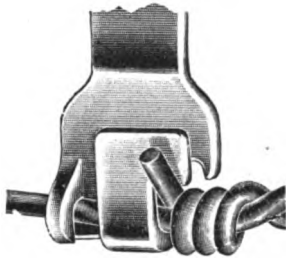
TRADE-MARK.



Actual Size No. 2.

THE BELL ELASTIC BARB WIRE.

stronger pull than the plain wire. It is explained that the wire will turn all kinds of stock, however it is set, but that it is just as easy and more effective to set the wire so that every barb in the entire line stands straight up and down. With the



THE SURE GRIP SPLICER.

barbs all standing vertical, it is pointed out that colts and all stock may run and play along the fence in safety, but when they try to reach through the fence the barbs are always in the way. The company state that the wire will not pull in the posts, and that it will not sag or break. The wire is galvanized, not painted, is made in two styles, Nos. 1 and 2, alike in all respects except in weight. Elastic Barb Wire, owing to its elasticity and great strength can be used with the posts farther apart than any other barb wire. Where timber is scarce, it is claimed this wire may be strung from strong posts five to eight rods apart, and yet made to do good service. By the use of the Sure Grip Splicer, which has a handle six inches long, it saves time, patience and money, as it is made to sell at a moderate price.

**COVERT STALL HITCHER.**

The Covert Mfg. Co., of Troy, N. Y., who are among the largest manufacturers of Harness Snaps in the world, are placing on the market a new arrangement in the line of Stall Fixtures. Its component parts are heavy wrought-iron pipe and castings to correspond, making it a very durable fixture for a stall, as shown in the accompanying illustration. This hitching device obviates the necessity of a manger, and permits the horse to feed off the floor and eat up all his hay with perfect freedom and safety, and, as the rope is always taut, there is no danger of the horse getting his foot over the tie rope or strap, as in other cases. The ordinary rope or chain attached to a manger is liable to ruin a horse should get his foot over the tie rope. The weight of each complete is eight pounds.



COVERT STALL HITCHER.

**SPECIAL DIXON CRUCIBLE MEETING.**

At a special meeting of the directors of the Joseph Dixon Crucible Company, held May 31, to take action on the death of Vice-President and Treasurer John A. Walker, George T. Smith was elected vice-president, George E. Long, treasurer, and Harry Dailey was elected director and secretary.

**INCREASING NUMBER OF TRADE UNIONS IN THE UNITED KINGDOM.**

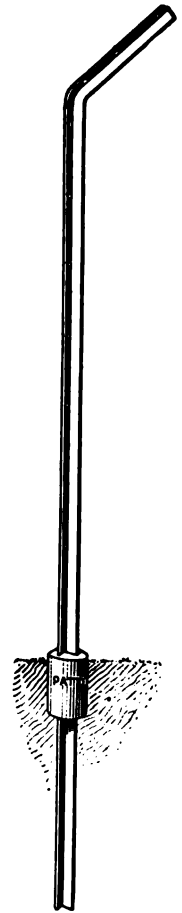
Consul-General R. J. Wynne, of London, reports that the number of trade unions in the United Kingdom increased from 151 in 1875 to 660 in 1905, and the membership from 282,245 to 1,567,519. The total income in 1905 amounted to \$12,439,650, and the expenditures to \$12,195,566. The average contribution per member was \$7.94 for the year.

**NON-CLIMBABLE FENCE POST.**

J. H. Downs, 299 Broadway, New York, is the manufacturer of the Non-Climbable Fence Post, illustrated in the accompanying cuts. As exhibited in Fig. 1, the difficulties attendant upon climbing a fence constructed in this manner would be so many as to deter one from making the trial. Other advantages which present themselves in the character of this fence are its great durability and its neat appearance. Poles are punched to order,



NON-CLIMBABLE FENCE POST.



THE COLLAR PROPERLY PLACED.

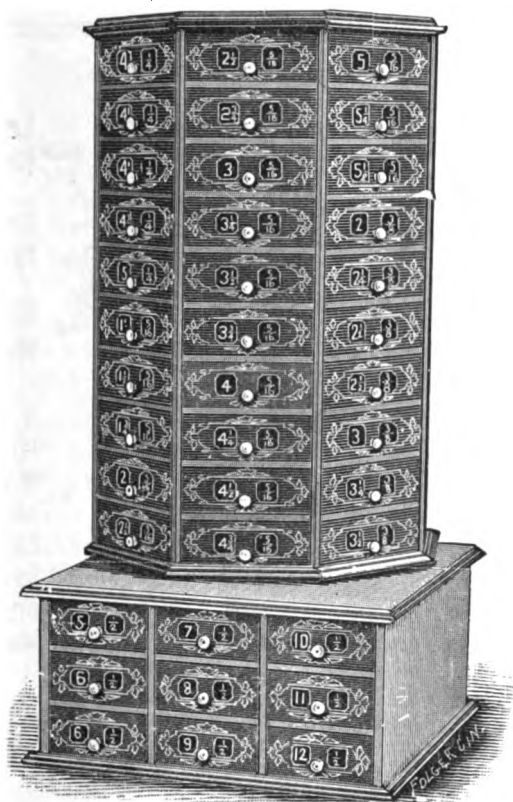
so they will accommodate any description of wire fence, and special end and corner posts, with angle steel braces, can be furnished, according to specification. The posts are made of high carbon angle steel, well painted, with waterproof paint, which will preserve them from rust for a long time. The expense of digging post-holes can be saved, for these posts can be driven in the ground. Each post sets in a collar, as shown in Fig. 2, which being constructed from vitrified clay, burned hard, reinforces the post in the ground. These collars, being a loose fit, can be slid on the post after driving so that only an inch is left above the surface, when, if properly tamped, it is claimed the post will remain absolutely rigid.

**REVOLVING STOCK CASE FOR PLUMBERS' SPECIALTIES.**

American Bolt & Screw Case Co., Dayton, Ohio, whose success is well known in establishing a standard case for Hardware stores and others, requiring a fitting place for the holding of small articles in a systematic manner, have had abundant scope given to the sale of one of their most important Revolving Cases by adapting it to hold plumbers' special fittings or fine tools, and occupying a floor space of quite limited extent with great convenience, as shown in the accompanying cut, where it is shown in the equally important work of holding carriage and tire bolts. The tops and bottoms are double, with the grain of the wood crossed, glued and screwed together, and braced with iron rods, which bind the whole firmly together, thus making it strong enough to bear three times the weight that can be put in to them, and by which means they revolve perfectly true and easy. When used for fine tools and plumbers' requisites, they have now perfected a locking device for their cases. It is so arranged that all the drawers can be locked and unlocked at one time. There is a lever attached to the case on the under side that is only accessible to the person behind the counter. By pressing this lever down, it unlocks the drawers and engages in



a catch, which holds it in this position until it is desired to lock the drawers again, when by a slight touch the lever is disengaged, and the drawers are locked again. When these cases are used for fine tools and other valuable articles they are provided with

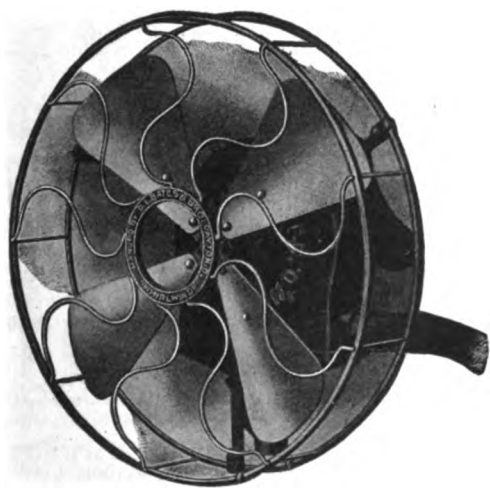


THE STOCK CASE FOR SMALL TOOLS AND SPECIALTIES.

a lock and key, so that only the person having a key has access to the drawers. The company have studied the use to which these cases may be put by providing them for plumbers and machine shops, bicycle and automobile shops, repair shops, pattern shops, etc., for which they provide blank drawer-fronts equipped with label holders, etc.

#### BATES WATER MOTOR FANS.

This is the time of the year when the Hardware trade should consider their stock of Water Motor Fans. The D. L. Bates & Bro. Co. of Dayton, Ohio, are the manufacturers of just what you need in this line and we are pleased to reproduce for the benefit of our readers one of the styles of Water Motor Fans



BATES WALL BRACKET FAN.

made by the above mentioned company. This company also make Electric and Belt Driven Fans and will gladly furnish the Hardware trade circulars with prices and discounts by their mentioning this paper.

This is a Bates Wall Bracket Fan, with adjustable ball and socket, so motor may be adjusted to throw air in any direction. Each Fan is provided at the inlet with a threaded brass fitting, to which may be screwed the ordinary rubber hose coupling, or a permanent connection can be made at small expense. They are nicely finished in a combination of japan, oxidized copper and polished brass.

#### F. E. MYERS & BRO.

The following letter addressed to the salesman on the selling staff of F. E. Myers & Bro., is deserved, for their sales in March reached a record business worthy of the commendation which called it forth. "A Pump a minute and a finished implement every half minute" is a record of production worth having, and deserves a medal for "the boys" who were responsible for it. "Life is real, Life is earnest" for that bunch.

"MARCH SHIPMENTS."

ASHLAND, OHIO, April 5th, 1907.

DEAR SIR:—

We produced goods and shipped during March at the rate of over \$2,000,000 per annum.

Some thought it could not be done; others thought it could; still enough knew it could be done to do it. The busy man is always in demand. The busy company is sought, rather than the company that has done something, or that is going to do something in the future.

Therefore, every traveler who has lifted a catalogue in the battle for the largest business in our history, aggregating considerably over a pump a minute, and a corresponding number of hay tools, etc., aggregating more than a finished implement every half minute, has won a victory for himself and for our company.

Our reports disclose a record of every representative. Some have larger territory than others. You are individual producers. The whole work, however, has been remarkable. Individual production in the way of order-getting and introduction is a commendable feature, and the man who has it is seldom without work.

It goes without saying that you have the gratitude of the management and office for the success of the past month, and the determination of every one to push on to greater things will receive proper appreciation. We hope the above will be encouraging to you as it has been to us.

Yours very truly,  
F. E. MYERS & BRO.

#### BERRY BROTHERS, LIMITED.

Berry Brothers, Limited, whose full-page announcement appears in this issue, in accordance with its usual honorable and high-grade policy, is endeavoring to protect the public, consumer, dealer and artisan, against the all too prevalent imitation of their well-known and world popular brands of Varnish.

Their case is well put, and it is deplorable that the trade names of any manufacturer should be appropriated by others, after their success is established, simply because of a failure to legally protect them by copyright or trade-mark.

The house of Berry Brothers, Limited, may be depended upon to maintain as in the past the same standard of excellence, for which their products are celebrated, and their example of high mindedness in recognition of the rights of others is to be commended.

Mr. Alfred Hooper, who has directed the practical affairs of Berry Brothers, Limited, for more than a quarter of a century, is a recognized authority on all varnish matters, the world over, and under his efficient guidance, the public may be assured of the maintenance of the policies which have characterized this renowned pioneer and leader of the varnish business for a half century past.

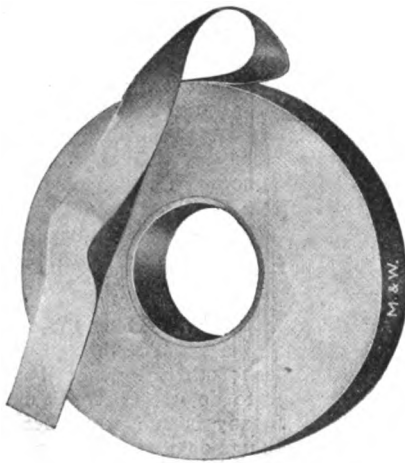
#### E. C. ATKINS & CO., INC.

E. C. Atkins & Co., Inc., Indianapolis, Ind., the celebrated Saw Manufacturers, have opened an office in Norfolk, Va., in charge of Robert B. Nixon, who is their representative in that territory. Their rooms are located at 1019-1020 Bank of Commerce Building. This building is in the heart of the business section of that city, within two squares of the boat landing, and every street railway in the city passes its door. The offices are furnished for the comfort of their friends, and they propose to make them Hardwaremen's Headquarters during the Jamestown Exposition. The offices will be provided with desks, and stenographer for taking care of their special correspondence, for whose services no charge will be made. Comfortable chairs will be provided in the reading room, which contains the latest periodicals.



## If You Handle White Tape

for Masons' or Mechanics' Use



ask us for samples and prices of our **Special White Tape** for this purpose.

We make hundreds of thousands of pounds of tape for various purposes every year, and know tape just about as a mite knows cheese. Our

### MECHANICS' WHITE TAPE

is made from a stock we have specially compounded to meet the requirements in a tape of this kind, and the tape itself is sufficient proof that we know what these requirements are.

Dealers say that it is unusually well thought of by their trade, and this fact, together with the selling helps which we furnish, enables dealers handling it to get a big share of this business.

Samples, prices and full information on request.

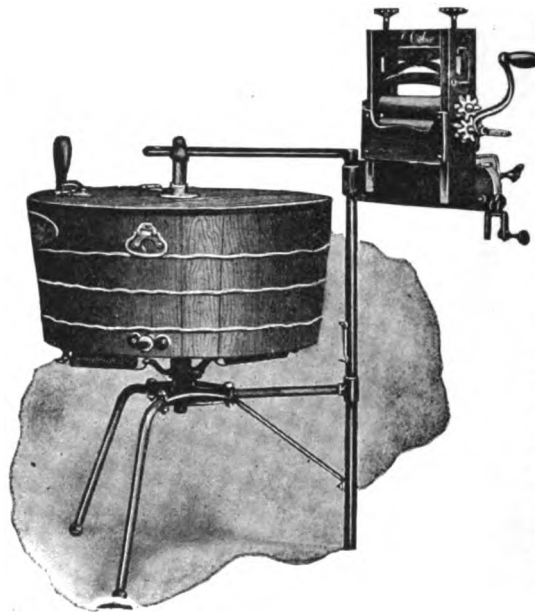
**MORGAN & WRIGHT**

17 Bellevue Ave.

DETROIT, MICH.

## NEW HOME WASHER, No. 60

Ball Bearing



Large Capacity

Easy Running

Fast Washing

A Wonder Worker and Labor Saver on Wash-day

PATENTED

The price will interest you Mr. Jobber.

**THE STANDARD MFG. CO.,**  
SHELBY, O.

## TWO POINTS ABOUT THE CYCLONE EGG BEATER



cream whipper and mayonaise mixer which the housekeeper will appreciate.

**BEATS EGGS PERFECTLY  
IN 15 SECONDS  
A SURE FOOT REST**

(patented) preventing the beater from slipping around dish.

Other desirable features include fine bearings, long crank, sure grip and heavy construction.

**DEALERS** NOT to carry the Cyclone is your loss. Send for list of specialties included in the "Browne Line from Kingston." They are all money makers for the Hardware man.

**W. G. BROWNE MFG. CO.**  
KINGSTON, N. Y.



SEE THAT LOOP

HARDWARE

BL



## Death to Bugs

In attempting to exterminate insects that prey upon vegetable life, the plant or tree is frequently made to suffer or be ruined by poisons which attack vegetable life as well.

## HAMMOND'S SLUG SHOT

saves the plant and kills the bugs. For twenty-seven years the standard Insecticide. Strongly impregnated with fungicides, which overcome blight.

PUT UP IN CONVENIENT PACKAGES

Sold by Seed Dealers Throughout America

Send for pamphlets worth having on Bugs and Blights to

**HAMMOND'S SLUG SHOT WORKS**  
FISHKILL-ON-HUDSON, N. Y.

## Life to Plants

Please mention **HARDWARE** when writing to advertisers.



## REVIEW OF THE MARKETS

**WIRE NAILS:** The Summer months having commenced, as has invariably been the case, the new business is light, and the indications are it will gradually grow less in volume. Specifications on contracts are freely urged on the attention of the mills, and as the orders are lessened they will be able to catch up on the back orders quite materially. They are able to get more steel than has formerly been the case, and the shortage of cars is affecting deliveries less than ever. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

|                                 |        |
|---------------------------------|--------|
| Carloads to jobbers .....       | \$2.00 |
| Carload lots to retailers ..... | 2.05   |

*New York.*—The jobbers are getting their wants supplied regularly, and assortments are kept nearly up to standard. Jobbers' quotations in New York are as follows:

|                                      |        |
|--------------------------------------|--------|
| To retailers, carloads on dock ..... | \$2.19 |
| Less than carloads on dock .....     | 2.33   |
| Small lots at store .....            | 2.30   |

**CUT NAILS:** At the last meeting of the Cut Nail Association, the existing prices were reaffirmed. The mills are not receiving very heavy orders just at present, the business being done on specifications on previous contracts. Back orders are growing lighter, the mills being able to make deliveries much more promptly than previously. Quotations are as follows, f.o.b. Pittsburgh:

|                                       |        |
|---------------------------------------|--------|
| Carload lots to jobbers .....         | \$2.05 |
| Less than carloads to jobbers .....   | 2.10   |
| Less than carloads to retailers ..... | 2.20   |

*New York.*—Much easier conditions prevail regarding deliveries than has been the case in some time. Jobbers now are affected by slight irregularities, as they are able occasionally to pick up some stocks at a slight concession. A recent advance in freight rates, however, it is thought, will stiffen up this tendency. New York Jobbers' quotations are on the basis of \$2.30 for small lots from store.

**BARB WIRE:** The season for Barb Wire has been an extended one. The farmers, owing to the weather being unfavorable for other work, have found more time for building fences, so the mills have had plenty to do in filling specifications on contracts, which have been unusually good. The market is held firmly, and quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                                         | Painted. | Galvanized. |
|-----------------------------------------|----------|-------------|
| Jobbers, carload lots .....             | \$2.15   | \$2.45      |
| Retailers, carload lots .....           | 2.20     | 2.50        |
| Retailers, less than carload lots ..... | 2.30     | 2.60        |

**SMOOTH FENCE WIRE:** The season is gradually drawing to a close, and specifications on contracts are growing less. Weather conditions have promoted more fence building than was expected at the outset. The market is firm and quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                           |        |
|---------------------------|--------|
| Jobbers, carloads .....   | \$1.85 |
| Retailers, carloads ..... | 1.90   |

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

**CORN POPPERS:** Leading manufacturers of Corn Poppers have given out their prices for the season, beginning June 1, the figures representing an advance of about 10 per cent. over those previously ruling. Following are the regularly announced prices on less than gross lots:

|                                   |                   |
|-----------------------------------|-------------------|
| 1 quart, square, wire lid .....   | \$0.88 per dozen. |
| 1 quart, square, tinned lid ..... | .88 per dozen.    |
| 1 quart, round .....              | 1.00 per dozen.   |
| 1½ quart, square .....            | 1.10 per dozen.   |
| 2 quart, square .....             | 1.35 per dozen.   |
| Reversible .....                  | 1.50 per dozen.   |

**BOLTS, STOVE AND TIRE:** In quotations on Stove and Tire Bolts, some manufacturers have advanced their extreme prices about 10 per cent. The change is ascribed to the scarcity and high price of Wire referred to in connection with the advance in Carriage and Machine Bolts, noted elsewhere.

**BOLTS, CARRIAGE AND MACHINE:** An advance in the smaller sizes of Carriage and Machine Bolts has been announced by leading manufacturers, the change amounting in the case of Carriage Bolts to 7½ per cent., and in the case of Machine Bolts, 5 per cent. The regularly announced discounts on these lines are as follows: Carriage Bolts, 70 and 5 per cent.; Machine Bolts, 70 and 7½ per cent.

**J. STEVENS ARMS & TOOL COMPANY:** J. Stevens Arms & Tool Company, Chicopee Falls, Mass., announces an advance from \$2.50 to \$3 in the list price of Stevens Tip Top Pistol No. 41, the discounts remaining unchanged.

**TACKS:** The Tack market is in better shape than at any time for the last five years. With the increase in the cost of production, there has been something of a revision of prices. The changes are principally in papered goods, the price of bulk Tacks remaining without important modification. The market in a general way is represented by the following quotations on leading lines:

|                                        |            |
|----------------------------------------|------------|
| American Carpet Tacks .....            | 90 and 25% |
| American Cut Tacks .....               | 90 and 25% |
| Swedes' Cut Tacks .....                | 90 and 25% |
| Swedes' Upholsterers' .....            | 90 and 35% |
| Gimp Tacks .....                       | 90 and 35% |
| Lace Tacks .....                       | 90 and 35% |
| Trimmers' Tacks .....                  | 90 and 25% |
| Looking Glass Tacks .....              | 65%        |
| Bill Posters' and Railroad Tacks ..... | 90 and 40% |
| Hungarian Nails .....                  | 80 and 10% |
| Finishing Nails .....                  | 70%        |
| Trunk and Clout Nails .....            | 80%        |

There is not entire uniformity in the quotations made by the different manufacturers, but the above are fairly representative of prices on small lots.

**BINDER TWINE:** The following prices fairly represent the market, Eastern f.o.b. delivery, with one-fourth cent less in carload lots:

|                        | Cents per Pound. |
|------------------------|------------------|
| Sisal .....            | 9¼ to 9½         |
| Standard .....         | 9¼ to 9½         |
| Standard Manila .....  | 10¼              |
| Manila (600 ft.) ..... | 12               |
| Pure Manila .....      | 13¼ to 14        |

**ROPE:** The following prices may be said to represent the market:

|                                    | Cents per Pound. |
|------------------------------------|------------------|
| Pure Manila, 7-16 and larger ..... | 13¼ to 13½       |
| B Quality Manila .....             | 12¼ to 12½       |
| Pure Sisal, 7-16 and larger .....  | 9¼               |
| No. 2 Sisal, 7-16 and larger ..... | 8½ to 8¾         |
| No. 1 Jute, ¼ and larger .....     | 9 to 9½          |
| No. 2 Jute, ¼ and larger .....     | 8½ to 9          |
| Less ¼ cent to the large trade.    |                  |

**LINSEED OIL:** The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

|                                                                         |                      |
|-------------------------------------------------------------------------|----------------------|
| In lots of less than 5 barrels .....                                    | 46 cents per gallon. |
| In lots of 5 barrels or more .....                                      | 45 cents per gallon. |
| The "American" brand for respective quantities, 1 cent per gallon less. |                      |

The five-barrel price applies only to deliveries of that quantity at one time.

|                                                                |                     |
|----------------------------------------------------------------|---------------------|
| Double Boiled Linseed Oil, 2 cents per gallon higher than raw. |                     |
| Regular Boiled Linseed Oil, 1 cent per gallon higher than raw. |                     |
| Calcutta Oil .....                                             | 70 cents per gallon |

David B. McIlwaine, 42 Broadway, New York, agent for the Pittsburgh Shovel Co., Pittsburgh, Pa., has recently been appointed agent for the Gifford-Pinel Co., 140 Pearl Street, Boston, Mass., manufacturers of and dealers in Contractors' and Quarrymen's Tools, Derrick Fittings, Road Roller Picks and Mining and Paving Tools, whose extended line of Quarrymen's Tools is a very complete one, and the prices on which are exceedingly attractive. A circular with prices of the same will be forwarded to our readers on request.



**FILES** **RASPS**

Our policy  
of using the finest steel,  
tempered and cut according to the best  
methods known in modern practice has been the para-  
mount factor in building the

**LARGEST FILE BUSINESS IN  
THE WORLD.**

**NICHOLSON** **FILE COMPANY**  
PROVIDENCE  
R.I.  
U.S.A.

**THE CLEVELAND TRADE.**

There is some depression of spirit that is likely to influence business. The recent advance in price of pig iron is likely to affect the profits of manufacturers, as they are not inclined to further advance prices. Trade is already looking for a decline and are making purchases sparingly, except for immediate use. Consumption, however, keeps up a good demand so that May trade compares well with last year. The feeling seems to increase that record-making months in trade will soon cease. Unfavorable crop reports are largely responsible for this. There is still a short supply in nails, wire, pipe, sheets and many other staple goods, and this practically replies to the pessimistic spirit. Your New York Boost Club is responsible for the following suggestions to employees: The fear of being imposed upon is a potent influence to prevent promotion. It is a compliment to be called upon by the proprietors to help out in an emergency. To render such service grudgingly, is to lose an opportunity not likely to be repeated. An employee may do one thing well, and hold his job, but if he is oblivious of all else, his advance is improbable. To more than fill his place, to be willing to lend a hand, is to be appreciated. It is well for an employee to commence in a position below his ability, and not to be afraid of doing too much. It is discouraging to a proprietor to see an employee neglect the fundamental things that bring success, as his care in selecting, and good will, seems wasted, and it robs him of the pleasure of seeing his employees prosper.

THE LOCKWOOD-TAYLOR HARDWARE CO.,  
C. B. LOCKWOOD, President.

**THE PHILADELPHIA TRADE.**

The remarkably prosperous condition of the country has never been more noticeable than in the past months of the present year, as without a semblance of anything Spring-like in the weather, barring a few days so widely separated that they have been almost forgotten, the demand for Spring goods of all kinds has been enormous, exceeding the record-breaking months of 1906 by a good margin. Profits and collections, however, have not been correspondingly satisfactory: there are entirely too many goods being sold to-day by jobbers at prices which are very close to the present cost, so that percentages of profits do not show up as well as they did a year ago. So much for the present. Now for the future, about which everyone does a certain amount of opinioning and guessing, and we can assure you we feel this is a hard problem to solve. Some of the wise ones with whom we come in contact talk one way, others the reverse—each citing their own seemingly good reasons to substantiate their opinion, so that the summing up and balancing carefully leads us to believe that unless something unusual happens, comparatively little change or reduction in prices will occur during the remainder of the year, and demand will continue fair unless there is a total crop failure.

BIDDLE HARDWARE CO.,  
D. H. REDDIE.

**THE PITTSBURGH TRADE.**

Considering the miserable weather, May sales were good. Our salesmen tell us retailers have been unable to sell their stocks of seasonable goods, so that re-orders are small. Notwithstanding this, sales for May were ahead of the same months of 1906, but, taking into consideration the advance in prices, it is doubtful whether there were as many goods handled.

Our manufacturing interests continue busy, with orders for their capacity running well through the year. These orders come from railroads, builders and general business, and are the result of prosperity among our farming interests, accumulated for several years. Should there be a partial crop failure this year, as seems to be anticipated, there will be a slowing down, but nothing else will stop the demand for steel and its products. The Hardware jobber would be happy if he did not have to handle so large a proportion of his goods below the average cost of doing business. This is especially true of Spring trade when fence wire and nails are in such active demand. Customers expect us to be as well pleased to receive orders for these items as for any other class of goods. We accept these orders and look pleasant, when the fact is we are losing about five per cent. on all we handle. As a part of the business this is all right so long as it does not run too large in proportion to the total business. The jobber whose average expense is ten per cent. and who sells half his goods below that margin, must balance it by profits beyond that figure, or the sheriff will soon take charge of his affairs.

June 3rd, the date of this writing, is bright and we are hoping for some pleasant weather. If we get it, this month's sales should break the record.

LOGAN-GREGG HARDWARE CO.,  
GEO. B. LOGAN.

**THE ST. PAUL TRADE.**

The wheat market in Chicago led us to believe that our wheat fields were in bad shape, so to get a true report on the conditions we asked our salesmen to make a report as they found it after talking with the people who live in it, and without exception the report is favorable. While there is a less acreage, the weather conditions were extraordinarily favorable, promising a yield beyond other years, because of cool weather, making the roots strong and reaching down into the earth, which assures a strong healthy stalk, bearing a large head and full-size berry. What we need and surely will get, is warm weather during June, which will bring the stalk up to maturity. The acreage usually used and which, owing to weather conditions, has not been sown to wheat, will be used for flax and barley and will bring good results, so from our standpoint, our wheat fields will be as prosperous as ever, and the scare is one of speculators only. The Hardware business is good with every indication of its continuing so.

HACKETT, WALTHER, GATES HARDWARE CO.,  
T. G. WALTHER, Vice-President.

**IMPROVED CARPENTERS' TOOLS**

**STANLEY**

A TOOL THAT'S STAMPED  
**STANLEY**  
IS THE BEST OF ITS KIND

**SOLD BY ALL HARDWARE DEALERS**

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U.S.A.



**THE COLUMBUS TRADE.**

The demand for Winter goods, such as Skates, Snow Shovels, Horse Blankets and Robes, is good. The danger of an ice famine is past, as the crop for the past month has been fine. We regret to report that the wheat crop and other seasonable crops have not been doing well. It is hard to have an ice crop and a good crop of vegetables and cereals growing at the same time. If you want to enjoy a ball game, it is necessary to wear an overcoat and take a foot-warmer. And if your home team gets the worst of it, you get mighty chilly even with the foot-warmer. Seriously speaking, the weather during May has been very discouraging. Corn is not all planted yet, and it is well that it is not. What has been planted is doing no good; and much of it will have to be replanted. It is surprising how the demand for goods continues, with the discouraging weather we have had. There is a perceptible falling off in the demand for seasonable goods, but the wonder is that it is not greater.

We notice the motorcycle is being adopted by rural mail carriers in some parts of the country. They will be fine if the parcels post bill becomes a law. When a mail carrier has a grain cradle, a revolving horse hay rake, a kit of mackrel and a new mushroom Spring hat, with a good assortment of other merchandise to deliver, he can fasten a hay rack on his motorcycle and if the roads are wide enough and he has the right grit and good luck he will no doubt get there. But that bill has not passed yet, and we hardly think it ever will.

Here's hoping the sun will shine and make the corn grow and snap, as that's what makes business fine, and puts dollars in the pockets of the subscriber.

SMITH BROS. HARDWARE CO.,  
J. H. SMITH, Gen. Mgr.

**THE DAVENPORT TRADE.**

Notwithstanding the continued cold and disagreeable weather, May sales exceeded those of a year ago. Small grain is looking fairly well, corn is up, but the plants are weak and yellow, while the farmer looks discouraged and blue; yet we expect green corn in August, as usual. Prices all along the line are firm and the changes that occur are advances. The margins of profit are smaller and expenses are higher. Unless something can be done in the way of mutual protection in prices among Hardware jobbers, something is going to happen. A candle will not last always when lighted at both ends. Capital is well organized for its own protection; labor, likewise; farmers have been advised recently to follow suit and the Hardware jobbers are getting the worst of it in the shuffle.

SICKELS, PRESTON & NUTTING CO.

**THE DULUTH TRADE.**

During the first three weeks of May, mail order business fell off to quite a large extent, but all reports since May 25, both from our customers and salesmen, state that while the season is two weeks late, conditions for a good crop never looked brighter than they do to-day. We have great faith in Minnesota and North Dakota, and are planning for one of the largest Fall's business that we have ever had. There has been some improvement in the last two weeks in the delivery of goods by manufacturers, and if the retailers will anticipate their wants to some extent, there should be no trouble in supplying demands which the trade may make upon the jobbers.

KELLEY-HOW-THOMSON CO.,  
B. W. How.

**SISAL HEMP IMPORTS.**

The United States imports every year about seventy-seven thousand tons of sisal hemp, valued at more than eleven million dollars. This is used for binder twine. The plant which yields the fiber is a kind of century plant known to the botanists as *Agave rigida*. Its cultivation is adapted only to those portions of the arid regions where it is impossible to get water for irrigation. The industry has just been established in the Hawaiian Islands, and the new experiment station of that territory has published an illustrated account of sisal culture. Nothing is said about the profits, but an acre will yield from 4,000 to 7,000 pounds of fiber, worth about eight cents per pound f.o.b. Honolulu. Raw sisal fiber in the New York market is often quoted ten cents per pound. This industry deserves the attention of farmers in Arizona and New Mexico.

**FOR SALE.**—Account of bad health, \$75,000 buys fourth of stock of largest, best established and best paying Hardware company in best town in the South. This year's sales exceed last year's 46 per cent Box 164, Beaumont, Texas.

**HARDWARE PATENTS**

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

**PATENTS EXPIRED MAY 20, 1907.**

- 428,070. WASH BENCH. I. D. Brown and S. F. Brown, Cuyler, N. Y.
- 428,148. ICE CREAM FREEZER. E. H. Shaw, Clay Center, Kan.
- 428,176. WHEELBARROW. R. L. Nelson, Battle Creek, Mich.
- 428,232. PNEUMATIC DOOR CHECK. J. A. Sherman, Boston, Mass.
- 428,236. SELF-HEATING SOLDERING IRON. A. Sundeen and S. B. Molander, Mora, Minn.
- 428,285. MEANS FOR ATTACHING DOOR KNOBS TO SOCKETS. E. B. Owen, Jersey City, N. J.
- 428,402. HINGE. M. A. Morris, Waterbury, Conn.
- 854,065. LATCH. H. G. Voight, New Britain, Conn.
- 854,248. WRENCH. N. Smith, Stevensville, Md.
- 854,289. WRENCH. N. W. Gudmundson, Salt Lake City, Utah.
- 854,338. WRENCH. G. H. Deeves, Chicago, Ill.
- 854,358. STOVE. W. S. Jackson, Detroit, Mich.
- 854,376. WRENCH. F. McArthur, Montreal, Quebec, Canada.
- 854,434. CAN OPENER. H. Rutt, Rheydt, Germany.
- 854,490. WAGON JACK. G. Haag and A. Haag, Peoria, Ill.

**PATENTS ISSUED MAY 21, 1907.**

- 854,065. LATCH. H. G. Voight, New Britain, Conn.
- 854,248. WRENCH. N. Smith, Stevensville, Md.
- 854,289. WRENCH. N. W. Gudmundson, Salt Lake City, Utah.
- 854,338. WRENCH. G. H. Deeves, Chicago, Ill.
- 854,358. STOVE. W. S. Jackson, Detroit, Mich.
- 854,376. WRENCH. F. McArthur, Montreal, Quebec, Canada.
- 854,434. CAN OPENER. H. Rutt, Rheydt, Germany.
- 854,490. WAGON JACK. G. Haag and A. Haag, Peoria, Ill.

**PATENTS EXPIRED MAY 27, 1907.**

- 428,595. GRATE BAR. S. W. Evans, New Orleans, La.
- 428,601. SHEARS. P. B. Hand, Handsborough, Miss.
- 428,696. COMBINED MOP AND WRINGER. E. C. Rolls, Chatham, Ontario, Canada.
- 428,710. INDICATOR LOCK. J. C. Barr, Bismarck, N. D.
- 428,756. HEATING DRUM. E. P. Johnston, Washington, D. C.
- 428,911. WASHING MACHINE. W. H. Hobbs, Barnesville, Ohio.
- 428,974. SPRING HINGE. G. R. Taxis, Morris, Ill.
- 428,975. WASHING MACHINE. F. Taylor, Lewiston and J. Roderrick, Farmington, Me.
- 854,742. ADJUSTABLE EXTENSION BIT HOLDER. C. E. Hill, Foster, Ohio.
- 854,888. PERPETUAL CALENDAR. W. J. Hartman, Chicago, Ill.
- 854,949. WRENCH. G. K. Holbine, Eustis, Neb.
- 854,979. COMBINATION TOOL. B. F. Bird, Kingston, N. Y.
- 855,014. WRENCH. W. McGlone, Mount Iron, Minn.
- 855,140. ATTACHMENT FOR HAMMERS. W. H. Smalley, Yonkers, N. Y.
- 855,177. DOOR LOCK. T. B. Jack, Herminie, Pa.
- 855,260. TRANSOM LIFTER. L. C. Smith, New Orleans, La.

**ARCHITECTS' DIRECTORY.**

William T. Comstock, architectural publisher, 23 Warren Street, New York, announces the Architects' Directory and Specification index for 1907, containing a complete list of the architects in the United States and Canada, classified by States and towns, indicating those who are members of the American Institute of Architects; also the names of the officers and locations of the different architectural associations in the United States and Canada. It also contains a specification index of prominent dealers and manufacturers of building materials and appliances, and a complete list of landscape and naval architects of the United States and Canada, indicating who are members of the American Society of Landscape Architects and the Society of Naval Architects and Marine Engineers. To this has been added a list of the building departments of the leading cities, with the names of the principal officers.

# THE HERBRAND SAFETY RAZOR

IS THE BEST

MADE BY THE HERBRAND CO., Fremont, Cal.



## OUR CANADIAN LETTER

TORONTO, June 5, 1907.

Business conditions in Canada are very satisfactory with the exception of the lateness of the season. Retail dealers bought heavily last Fall and Winter, the long winter helping them to clean out of Winter lines, but the continued cold weather on into June has delayed housecleaning, painting, gardening, etc., and as a consequence Spring goods have moved out slowly and sorting orders have not been sent to jobbers in anything like seasonable quantities. Spring and Summer business is now being combined. Building has been rushing ahead in even greater volume than a year ago, when Toronto alone had a total of about \$14,000,000. Present indications point to Toronto's total exceeding \$20,000,000 this year, and other Canadian cities will increase in proportion. Statistics show that for April, 1907, Toronto occupied sixth place in American cities with a total of \$2,044,870. Last year she was in tenth position. Only New York, Chicago, Philadelphia, San Francisco and St. Louis exceeded Toronto. Winnipeg stands fifteenth in the list of fifty-two of the largest American cities. Toronto's total in May was \$2,560,000, over a million greater than the same month in 1906.

Seeding in Western Canada is about five weeks later than usual, and while the acreage is likely to be smaller in consequence, crop reports are very reassuring. With favorable weather during the balance of the Summer, this year's crop should show an increase over previous years. The rush of immigration continues at the rate of about 1,000 per day, and the railways are doing their utmost to handle the business coming their way and keep pace with the rapid development of the country. The Summer of 1907 promises to see the greatest activity in railway construction that Western Canada has ever known and the expenditure of the vast sums of money required to carry on the projected extensions will undoubtedly assure a prosperous year for the West and employment for all the labor that can be attracted to the country.

Work is being pushed ahead rapidly on the Grand Trunk Pacific lines, the Canadian Northern and Canadian Pacific have large extensions projected and under contract and the coming Summer will see active work on James J. Hill's line from Winnipeg to the coast. In all some 5,800 miles of road are under contract for the various companies, made up as follows: Canadian Northern, 1,500 miles; Canadian Pacific, 1,400 miles; Great Northern, 1,000 miles, and Grand Trunk Pacific, 1,900 miles. In addition, taught by the sad experience of the past Winter, the railways are spending large sums for additional equipment of the lines already in operation. This means much for the immediate development and prosperity of the West. In the older countries and in the older settled parts of Canada railways are built in order to connect towns already in existence, but in the West the railways when built open up new territory and are responsible for the existence of many new towns. More than one hundred new towns will be founded during 1907 along the line of the Grand Trunk Pacific between Winnipeg and Edmonton.

The railway magnates are among the shrewdest business men in Canada. The fact that they are making such large expenditures for the construction of additional mileage is conclusive evidence of their unbounded confidence in the future of the country.

### HARDWARE TRADE HAPPENINGS.

Ingram & Davey, St. Thomas, Ont., are to erect a new Hardware store building to cost \$30,000.

C. A. Fleming, Canadian manager of the Capewell Horse Nail Company, Toronto, is on a business trip to the Pacific Coast.

C. A. Rettie has closed his Hardware store at Middleton, N. S., and will open a store at Truro, N. S.

John Emslie, of Winnipeg, secretary-treasurer of the J. H. Ashdown Hardware Company of that city, died at St. John, N. B., April 29, shortly after his arrival on the West Indian steamer from Bermuda, where he had been spending the Winter.

W. G. Scott has taken over complete control of the Scott & Murphy business at Mt. Forest, Ont. Mr. Scott is president of the Ontario Retail Hardware Association.

George Taylor & Son, London, Ont., have closed their business, and the stand has been taken over by George McMurtry, of McMurtry & Co., St. Thomas. The George Taylor Hardware Company are now concentrating their efforts on their stores at

New Liskeard, Cobalt and Larder Lake in the Northern Ontario mining districts.

Illsey Bros. have purchased the Stevenson & Illsey business at Red Deer, Alberta.

Caverhill, Learmont & Company's wholesale Hardware warehouse in Montreal, suffered a small loss by fire on May 10.

At the annual meeting of Rice, Lewis & Son, Toronto, W. C. Crowther was chosen president, A. E. Gilverson, secretary-treasurer, and R. C. Fisher, general manager.

The Aikenhead Hardware Company, Toronto, recently tendered a banquet to W. G. Marston and Morgan Smith, who are to have charge of the new Winnipeg branch of the Aikenhead business.

E. C. Dingman has resigned as advertising manager for Frothingham & Workman, Montreal, to take charge of the advertising department of Caverhill, Learmont & Company, of the same city. The latter firm has opened up a sample room at Fraser-ville, Que.

H. S. Howland & Sons, Toronto, are building another warehouse for their wholesale Hardware trade.

J. M. Lynch has resigned as buyer for Lewis Bros., Montreal, and has accepted a similar position for Miller-Morse & Co., Winnipeg.

W. H. Spackman, Ponoka, Alberta, has transferred his Hardware business to Spackman and Rowe.

Judd Stevens has opened a Hardware store at Newmarket, Ont.

R. E. Walton is to establish a Hardware business at Medicine Hat, Assa.

The Russill Hardware Co., Toronto, recently dismissed a shipper because of several mistakes. The shipper sued for a week's wages, and the judge decided that he should get it, saying that making mistakes was not sufficient cause for instant dismissal, although disobedience to orders would be considered so.

### INDUSTRIAL DEVELOPMENT.

A company with \$1,000,000 capital is to establish a smelting industry at Port Arthur, Ont.

The Stanley Smelting Works will erect a new smelter at Kingston, where they will be granted a free site of five acres and ten years' exemption from taxation. They have valuable lead mines in Eastern Ontario.

The Wolverine Brass Company, Grand Rapids, Mich., are to establish a Canadian plant at Chatham, Ont. The city agrees to loan the company \$20,000, repayable in twenty annual instalments of \$1,000 each, with interest at 4 per cent. The concern will have a paid-up capital of \$30,000, and will spend \$32,000 on the site, factory and plant. The company agrees to employ twenty-five men all the year round from the start.

The Canadian Iron and Foundry Co., St. Thomas, Ont., are building a two-story brick pattern storage house.

The Gananoque, Ont., Spring and Axle Co. have been authorized to increase their capital stock from \$150,000 to \$300,000.

The Guelph, Ont., Axle Works will extend its factory during the present year, the plans calling for a building 40 by 76 feet.

The Belleville Hardware Co., Belleville, Ont., are building a five-story addition, 67 by 36 feet, to their builders' Hardware factory.

The Standard Fitting and Valve Company will build a \$100,000 factory in Guelph, Ont., this year.

The Hamilton Steel & Iron Co. are extending their smelting plant at a cost of \$350,000 and are also putting another \$50,000 into an open hearth.

Plans have been issued by G. F. Stephens & Co., of Winnipeg, for the erection of a large varnish plant and also a linseed oil mill.

The Tobin Tent and Awning Company, Ottawa, are to establish a branch factory at Toronto.

The Page-Hersey Iron, Lead and Tube Co., Guelph, will extend their present plant by the erection of a large new building.

A concern to be known as the St. Thomas Car Company has been organized by St. Thomas capitalists. The purpose of the company is to manufacture freight cars, the output to be five standard cars a day at the outside. The capital stock is \$400,000.

Great extensions are being made to the Canadian Locomotive Works, Kingston, which will call for an expenditure of \$300,000.



**ESTABLISHED 1858.**

**WHO ARE THE ORIGINAL AND ALWAYS RELIABLE VARNISH MANUFACTURERS?**

**BERRY BROTHERS, Limited!!**

**WHO  
ORIGINATED**

“HARD OIL FINISH”  
“PURE KAURI MIXING”  
“WHITE JAPAN”  
“FLOOR PAINT HARDENER”  
“ELASTIC INTERIOR FINISH”  
“ELASTIC OUTSIDE FINISH”

**BERRY  
BROTHERS!**

**and many other World Famed Varnish Products?**

**WHY HAVE THESE BRANDS BEEN SO WIDELY COPIED?  
BECAUSE**

We unfortunately did not protect the names by registration, and when they had achieved the popularity they merited, other manufacturers appropriated the names of our goods and bestowed them upon inferior substitutes—that would be dear at any price. ♪ ♪ ♪



issued for our Celebrated Brands of Varnish “LIQUID GRANITE” and “LUXE-BERRY WOOD FINISHES”? ♪ ♪ ♪

**BECAUSE** by so doing we could protect the consumer and prevent him from being humbugged by spurious and worthless imitations. ♪ ♪ ♪ ♪ ♪

**No Varnish Stock is complete if it lacks an assortment of Berry Brothers' Staples and Specialties**

Our New 100 Page illustrated descriptive Catalogue is now ready and will be mailed for the asking. It will be found a valuable reference for the dealer.

**BERRY BROTHERS, Limited**  
**VARNISH MANUFACTURERS**

New York—262 Pearl St.  
Boston—520 Atlantic Ave.  
Philadelphia—26-28 No. 4th St.  
Baltimore—29 So. Hanover St.

**DETROIT**  
Canadian Factory, Walkerville, Ont.

Chicago—48-50 Lake St.  
Cincinnati—420 Main St.  
St. Louis—112 So. Fourth St.  
San Francisco—668 Howard St.



## ADVANCE IN PRICES OF IMPORTED ARTICLES.

The advance of prices noted in many articles in the domestic markets of the United States seems to be also characteristic of conditions in foreign countries. The Bureau of Statistics of the Department of Commerce and Labor publishes in its Monthly Summary of Commerce and Finance a table giving the monthly average import prices of principal articles brought into the United States. This monthly average import price is determined by taking the total quantity of the article in question imported during the entire month as reported to the Bureau from the various collectors of customs and dividing it into the total valuation thereof, also stated by the returns of the collectors.

As this valuation of the articles imported is required by law to be the "actual market value or wholesale price of such merchandise as bought and sold in usual wholesale quantities at the time of exportation to the United States in the principal markets of the country whence imported," a comparison of these stated monthly average import prices at the present time with those of earlier years seems to offer a fair opportunity of determining whether there has been an advance in the "actual market value or wholesale price" in foreign countries of the leading articles brought into the United States from abroad.

The opportunity to determine this occurs of course only in those articles in which both quantities and values are stated, and this is applied by the Bureau of Statistics to a comparatively small number, but including those which are especially important in their relation to manufacture or food supply. Among the articles required for manufacturing of which the prices are stated are raw cotton, flax, manila hemp, sisal grass, hides and skins, raw silk, pig tin, lumber, wood and tobacco, while among the articles imported as food supply which are included in the list are tea, coffee, sugar, rice, fish and sundry other articles.

A comparison of the April monthly average import prices of certain of these articles with those of April, 1906, and April, 1907, shows, in many cases, a material advance over the corresponding month of one year ago, and in nearly all cases a marked advance over the corresponding month ten years ago. Raw cotton, for instance, which showed 11.3 cents per pound as the average price in April, 1897, was 16.4 cents per pound in April, 1906, and 21.2 cents per pound in April, 1907. Manila hemp, which was \$71.72 per ton in April, 1897, was \$192.17 per ton in April, 1906, and \$197.11 per ton in April, 1907. Sisal grass, which is quite similar to hemp in its characteristics and used in the manufacture of cordage, ropes, etc., was \$61.04 per ton in April, 1897; \$152.08 per ton in April, 1906, and \$159.86 in April, 1907. Goatskins, which showed 23.5 cents per pound as the average import price during April, 1897, were reported at 29.6 cents per pound for April, 1906, and 30.3 cents per pound in April, 1907. Hides of cattle, which were not separately shown in 1897, are quoted in April, 1906, at 14.5 cents per pound, and in April, 1907, at 15.4 cents per pound. Hops, which showed an average valuation in April, 1897, of 15.1 cents per pound, were 21.1 cents per pound in April, 1906, and 35.3 cents per pound in April, 1907. India rubber, which averaged 50.2 cents per pound in April, 1897, was 80.7 cents per pound in April, 1906, and 73.8 cents per pound in April, 1907. Tin plates, which were reported at 2.4 cents per pound in April, 1897, were 3 cents per pound in April, 1906, and 3.4 cents per pound in April, 1907. Raw silk, which was reported at an average valuation of \$2.69 per pound in April, 1897, was \$3.65 per pound in April, 1906, and \$4.88 per pound in April, 1907. Lumber, including in this class boards, planks, deals, and other sawed lumber, which shows an average of \$9.92 per 1,000 feet in April, 1897, averaged \$15.35 per thousand feet in April, 1906, and \$17.47 per thousand feet in the same month of 1907. Wood pulp, which was \$25.81 per ton in April, 1897, was \$25.75 in the same month of 1906, and \$30.30 in the corresponding month of 1907. Raw wool of Class 1 (clothing wool), which was 17.3 cents per pound in April, 1897, was 25.6 cents per pound in the same month of 1906 and 26 cents per pound in the corresponding month of 1907. Class 2 (combing wool), which was 19.6 cents per pound in April, 1897, was 29.1 cents per pound in April, 1906, and 31.3 cents per pound in April, 1907. Class 3 (carpet wool), which was 11.4 cents per pound in April, 1897, was 13.3 cents per pound in April, 1906, and 13.9 cents per pound in April, 1907. Tin, in bars, blocks and pigs, for use in manufacturing tin plate and for other purposes, averaged in April, 1897, 13 cents per pound; in April, 1906, 33.6 cents, and in April, 1907, 40.7 cents. Leaf tobacco, suitable for wrappers, which averaged 97.5 cents per pound in April, 1897, was \$1.11 per pound in April, 1906, and \$1.30 per pound in April, 1907.

Comparison of values for a single month, with those of another single month in some preceding years, is liable to be, in some cases, misleading, and for that reason the Bureau of Statistics has also prepared a statement showing the annual average

for the import price in certain of these articles in each fiscal year for a long term of years, and an examination of this statement gives a further opportunity to determine whether the prices of articles whose valuation is determined in the country whence exported to the United States have actually advanced. An examination of this table of "annual average import prices," shows an equally striking advance in most of the articles named. Cotton cloth, unbleached, for instance, averaged 7.9 cents per square yard in the fiscal year 1898 against 11.5 cents in the fiscal year 1906. Bleached cotton cloth averaged 12 cents per square yard in 1899 against 16.1 cents in 1906. Flax, per ton, averaged \$201.81 in 1896 against \$266.62 in 1906. Hemp averaged \$121.06 per ton in 1899 against \$170 in 1906. Manila hemp, per ton, averaged \$64.44 in 1898 against \$187.90 in 1906. Jute averaged \$22.49 per ton in 1896 and \$62.05 per ton in 1906. India rubber, crude, averaged 45.1 cents per pound in 1896 against 78 cents in 1906. Rice, per pound, averaged 1½ cents for the fiscal year 1896 against 2½ cents in the fiscal year 1906. Pig tin averaged 12.9 cents per pound in 1897 against 33.3 cents in 1906. Clothing wool averaged 12 cents per pound in 1902 against 24 cents per pound in 1906; combing wool, 18 cents in 1902 against an average of 28 cents in 1906, and carpet wool an average of 9 cents per pound in 1902 against an average of 14 cents per pound in 1906.

How much this advance in prices of the articles imported is responsible for the great increase in the total value of our imports—an increase of more than 100 per cent. in 1907, as compared with 1899—cannot be accurately determined; but the fact that prices per unit of quantity have in nearly all cases advanced, and in some cases increased from 50 to 100 per cent., suggests that at least an appreciable part of the growth in the figures of our imports is due to advance in prices, a condition which doubtless applies also in a greater or less degree to the increase in total value of our exports.

## DEVICES TO SAVE TIME AND LABOR.

The season finds on the market many new mechanical devices of convenience to owners and drivers of cars. Most of these have been designed for the purpose of saving time and labor, both on the road and in the garage. Many of them are striking examples of ingenuity.

To puncture a tire on the road is, sooner or later, the lot of every driver of a car. The most difficult part of putting in a new tube is rolling the shoe off and on the rim. A new tire tool has been designed which makes this much-dreaded operation mere child's play. The tool is provided with a clamp to force the tire from the rim and to lift the shoe for the insertion of lugs. Once the tool is placed in position, the simple turning of a handle rolls the shoe on and off.

All operations of multiple motors know that it is absolutely essential that the compression be uniform in all its cylinders. The old method of determining whether valves required grinding, piston rings were stuck or cylinders were carbonized was to take the engine apart. A new compressor has been invented which will do all this work in a few minutes without taking the motor to pieces. The instrument screws into the cylinder in place of the spark plug. The motor is then turned over and the exact pressure in the cylinder is registered on the dial.

A new instrument has also been placed on the market for timing the igniting or firing point of a motor with absolute accuracy. The value of this timing rod is apparent to all who are familiar with gasoline engines.

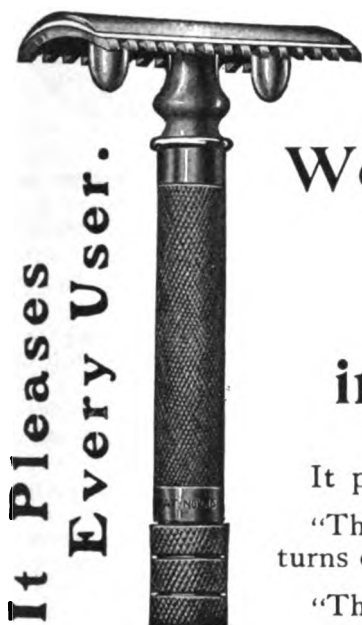
For automobilists on the road there is a new cement which promises to be a great boon. It is a chemical iron compound, which will withstand fire, water, gasoline, steam and oil. When hard it becomes a metallic iron that expands and contracts the same as iron. With this preparation motorists can repair on the road in twenty minutes cracked water jackets, leaky radiators, leaky exhaust pipes or mufflers, pipe connections and loose nuts. Hot and cold pipes alike can be permanently repaired.

A practical electric vulcanizer for owners, garage and general repairing is also one of the season's offerings. For mending inner tubes, outer casings and kindred work this vulcanizer is designed. It can be attached to any electric light socket and carried to any required place. By means of this vulcanizer shoes can be kept in perfect shape for an indefinite period, as whenever a cut or crack appears the injured spot can be filled with liquid rubber and the shoe is as good as new. It is said that work equal to the best of vulcanizing plants can be done with this simple outfit.—JOHN LURIE, in *New York Herald*.



# Gillette Safety Razor

NO STROPPING NO HONING



It Pleases  
Every User.

The Most  
Wonderful Selling  
Razor  
in the World



It pleases every customer, who in turn brings a new customer.

"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

**12 BLADES, 24 SHARP EDGES,**  
Every blade will give from 20 to 40 close, smooth,  
comfortable shaves.

Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

Quadruple gold-plated set with 12 blades and monogram \$12.00.

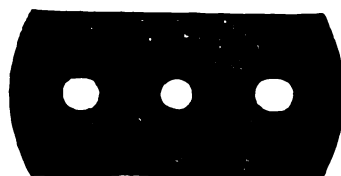
Standard combination set with shaving brush and soap in triple  
silver-plated holders \$7.50.

Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10  
blades with 20 sharp  
edges, for sale by all  
dealers, at the uniform  
price of 50 cents.

Sold by Leading Drug, Cut-  
lery and Hardware Dealers.



*We Supply all Dealers with Signs and Booklets.*

Write us for facts, and for terms.

**GILLETTE SALES COMPANY,**

Times Building,

New York City





## HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Stores, Incorporations, Etc.

Allegheny, Pa.—Daum & Helm Hardware Co.; capital, \$10,000. Directors: Ernest C. Daum, John G. Helm, Edward Helm.

Assaria, Kan.—The Assaria Hardware Co. has been incorporated with a capital of \$16,000.

Berryville, Ark.—The Carroll Co. Hardware Co. has been incorporated with a capital stock of \$25,000.

Boston, Mass.—J. J. McGowan Co. Hardware; capital, \$5,000. President, J. J. McGowan, South Boston, Mass.; treasurer, William E. Harmon, Somerville, Mass.; clerk, Roy W. Westcoat, Taunton, Mass.

Breckenridge, Mo.—C. S. Thomas has opened a new Hardware store.

Camden, Ala.—The Matthews Hardware Company has informed the Secretary of State of its incorporation. Capital stock, \$10,000. Incorporators: B. H. Matthews, L. F. Metcalf, L. L. McConnell, T. B. S. Matthews and H. H. Matthews.

Cameron, Mo.—G. C. Whisler has opened a new Hardware store.

Cleveland, Ohio.—The City Hardware & Supply Company; \$10,000; by E. J. Kennedy, J. G. Hill, T. S. Rice, L. Cook and B. R. Moffett.

Corning, N. Y.—E. W. Dimick and his brother, Charles Dimick, have leased the store in the South Side of the Hurd building, corner of Franklin and Bridge Streets, and will open a Hardware store there as soon as the stock and fixtures can be received.

Denver, Colo.—The Cape Hardware Co. has opened a new store at the corner of Sixteenth and Welton Streets.

Dumont, N. J.—George H. Smith proposes opening a general Hardware store in the building, corner of Schraalenburgh Road and Madison Avenue, the early part of June.

Hot Springs, Ark.—The Tucker Hardware Company has filed its articles of incorporation. The capital stock is \$25,000; S. W. Tucker is president, and he, with H. W. Watson and E. L. Huddleston, constitute the board of directors. H. W. Watson is vice-president and E. L. Huddleston is secretary of the company.

Janesville, Wis.—The Lowell Hardware Co.; capital, \$10,000. Incorporators: John E. and H. A. Underwood and Frank M. Douglass.

Marshall, Tex.—Logan & Whaley have incorporated their Hardware business with a capital stock of \$50,000.

Rusk, Tex.—W. H. Wallace Hardware Company; capital \$10,000. Incorporators: W. H. Wallace, D. A. Murphy and J. E. Bagley.

Salmon, Idaho.—The Shean Hardware & Implement Co. has been incorporated with a capital stock of \$25,000.

Scranton, Pa.—Builders' Hardware & Supply Co.; capital, \$10,000. Incorporators: E. W. Ives, Mary B. Ives, Charles S. Teal, Scranton.

Tacoma, Wash.—W. H. Meyers & Co.

have incorporated their Hardware business for \$10,000.

### Changes and Improvements.

Albion, Neb.—E. D. Courier has sold his Hardware store to Browder & Browder.

Atchison, Kan.—Lewis & Holland have succeeded to the Hardware business of W. H. Lewis.

Bertrand, Neb.—W. D. Beyer has sold his interest in the Beyer & Sand Hardware & Implement Co.

Bradshaw, Neb.—Turner & Cline have been succeeded in the Hardware business by A. B. Turner.

Burlingame, Kan.—McGregor has sold his interest in the McGregor-Farr Hardware Co. to Mr. Miner.

Center Junction, Iowa.—D. P. Huston has purchased the Hardware store of A. G. Smith & Co.

Centralia, Mo.—A. O'Neal has purchased the Hardware business of Hockensmith & Crump.

Chandler, Okla.—Kev & McLaughlin have succeeded to the Hardware business of S. A. Key.

Colfax, Wash.—H. L. Moody has sold his Hardware store to W. E. Southwood.

Colville, Wash.—C. T. Frennessen has sold his half interest in the Colville Hardware Company to his partner, A. J. Montgomery.

Danville, Iowa.—Shepherd & Bonnell have succeeded Bonnell & Chandler in the Hardware business.

Dayton, N. M.—H. B. Pearson has sold out his Hardware business to W. F. Daugherty.

De Witt, Mo.—B. B. Curtright has sold his Hardware store to Adkins Bros.

Fair Play, Mo.—Hamby & Bugg have purchased the Hardware store of Payner & Krans.

Filer, Idaho.—R. W. Cager has sold his business to the Filer Hardware Co.

Gallatin, Mo.—G. W. Broderick has sold his Hardware and implement business to E. R. Casteel.

Gilead, Neb.—G. A. Brachler has purchased the Hardware store of M. Schultz.

Goldendale, Wash.—Frazier & Lucas have been succeeded in the Hardware business by H. N. Frazier.

Grand Island, Neb.—The A. C. Lederman Co. has succeeded to the Hardware business of Lederman Bros.

Grangeville, Idaho.—E. G. Wood has purchased the Hardware stock of Walter Hickerson.

Headrick, Okla.—Miller, Gates & Co. have succeeded to the Hardware and lumber business of B. C. Majors.

Holton, Kan.—The L. W. French Hardware Co. has sold its business to Keenlon & Blankely.

Hoosick Falls, N. Y.—George Parker has purchased an interest in the Charles M. Dorr Hardware store. The firm name will be The Dorr-Parker Hardware Company.

Houston, Texas.—Weakley-Clingman Hardware Company has filed an amendment to its charter increasing its capital stock from \$25,000 to \$50,000.

Johnson, Wash.—Hood & Gibson have sold their Hardware store to Avery McIntruff.

Kalamazoo, Mich.—A contract has been let for a six-story building for the Edwards & Chamberlain Hardware Co. It is to cost \$75,000 and is to be completed by December 1.

Kimbal, Kan.—U. S. Kelsey has sold his Hardware business to Smith & Chickudonz.

Leland, Idaho.—A. J. Inman & Co. have purchased the Hardware store of Oylear Bros.

Lisbon, Iowa.—E. Chamberlain has succeeded to the Hardware business of the old firm of Chamberlain & Kirkpatrick.

Loomis, Neb.—Swanson Bros. have been succeeded in the Hardware business by Gamel & Swanson.

Magnolia, Iowa.—The Case Hardware Co. has succeeded to the business of Case & Frazier.

Marion, Ill.—Duncan-Baker Hardware Co. has increased their capital stock from \$30,000 to \$50,000.

Marion, Ohio.—W. R. Shetterly has purchased the stock of goods of the Marion Hardware Company, on West Center Street, of Frank W. Wilhelm. In the future the store will be known as the "Fair Store."

Miller, Mo.—Trogon Bros. have succeeded to the Hardware store of W. C. Trogon.

Minden, Neb.—The Haws Hardware & Furniture Co. will erect a new store building.

Mokane, Mo.—Walker & Stolle have succeeded to the Hardware business of Walker & Amos.

Monett, Mo.—The Monett Hardware Co. has sold its business to the Palmer Hardware Co.

Oconto, Neb.—George Merry has added a Hardware department to his general store.

Ong, Neb.—N. Edberg has purchased the Hardware store of J. O. Walker & Co.

Osceola, Mo.—C. D. Cooper has sold his Hardware business to J. C. Nelson.

Owatonna, Minn.—Thompson & Roell Hardware Company has changed its name to J. M. Thompson & Sons Hardware Co.

Rushville, Mo.—Thos. G. Buntin has succeeded to the Hardware business of Buntin & Benton.

Salem, Ohio.—Lon Crowl of East Palestine has purchased the stock and building of the Montgomery Hardware Co. of this place.

Saxman, Kan.—Morris & Bro. have purchased the Hardware store of O. L. Potter & Co.

Tabor, Iowa.—Stevenson & McLean have succeeded to the Hardware business of Wachob & McLean.

Wayne, Kan.—L. Young has succeeded to the Hardware and implement business of W. A. Canter.

Wilcox, Neb.—J. Funk has sold his Hardware store to J. H. Current.

Woodbine, Iowa.—J. G. McEuen has sold his interest in the Hardware firm of Mickel & McEuen.

Streator, Ill.—The Streator Metal Stamping Co. has begun the erection of a machine shop 36 by 100 feet, one story. Brick and concrete blocks are being used as the construction materials.



# OK ROTARY WASHER

Its name expresses the verdict of thousands of thrifty housewives all over the country as to its qualities as a Washer. "It's O. K." Need more be said?

Light running and noiseless because of its Revolving Steel Ball Gearing; deeply corrugated tub; right or left turning wheel; automatically reversing dasher, and other "O. K." points, puts this Washer at the head of the list.

You ought to see the rest of our line---

**The Snow E White---**

**The B. B.---**

**The Royal Blue---**

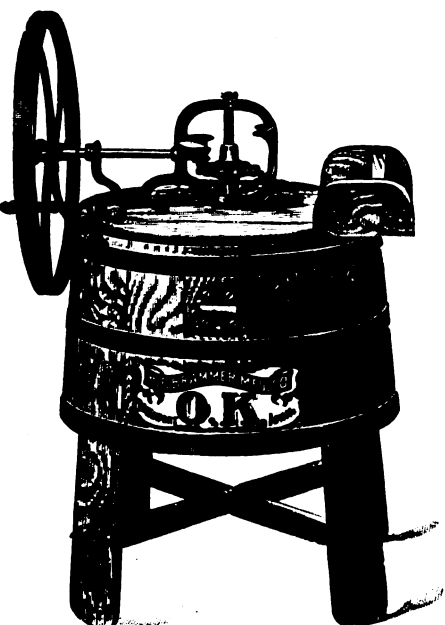
**The Great Western**

**ROUND and SQUARE LEVER  
Machines---and 10 other styles!**

They're quick, profitable sellers,--every one of them.

Why not let us post you on prices and profits on our line. A postal will fetch them.

**H. F. Brammer Mfg. Co.**  
Davenport, Iowa



# ATLANTIC



## Galvanized Striped Ware

Here's the issue with you, Mr. Dealer:

**ATLANTIC WARE or the other kind?**

**IS IT SALES YOU WANT?**

**ATLANTIC WARE** will outlast the other kind three to one. Place them side by side in your store and prove this.

**IS IT PROFIT?**

Then let us correspond. We will convince you that **ATLANTIC WARE** is a sure foundation for both sales and profits.

It is beautiful ware, made exceedingly strong and durable by its method of manufacture. It is different from all other Galvanized Ware

We also make **ATLANTIC TINWARE** in great variety.

Send for our 94 page catalog, in colors.

**ATLANTIC STAMPING CO.**  
185 Ames St., Rochester, N. Y.





## HARDWARE MANUFACTURERS' RECORD

**Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.**

### New Incorporations, Etc.

Alton, Ill.—The Western Stamping Co. has been incorporated with a capital stock of \$5,000 to manufacture bottle caps, special die work and punching presses. The incorporators are P. T. Reyland, Charles E. Fulton and Peter Reyland.

Bristol, Conn.—The business of Dunbar Bros., manufacturers of clock springs, has been incorporated under Connecticut laws as the Dunbar Bros. Co., with capital stock of \$70,000. The incorporators are Edward B. Winthrop, W. Dunbar and Charles E. Dunbar.

Brooklyn, N. Y.—The Bay Ridge Steel Metal Works has been organized with a capitalization of \$20,000 by Thomas P. Flanagan, James A. Flanagan, 672 Seventy-second Street, and Julia A. Flanagan, 415 Eighty-eighth Street, all of Brooklyn.

Buffalo, N. Y.—The Standard Automatic Lubricator Co. has been organized with a capitalization of \$50,000 to manufacture lubricating devices, and conduct a foundry and machine shop, by Charles W. Manzel, Thomas Loftus, Joseph L. Linder and others.

Camden, N. J.—The Gravity Lock Mfg. Company has been formed to manufacture a springless gravity lock, machinery and tools. The capital stock of the company is \$300,000, and the incorporators are: Thomas G. Spiegelmire, McClure, Pa.; Frederick W. Culbertson, Lewistown, Pa., and Susie Lewis, Camden, N. J.

Cedar Falls, Iowa.—The Cedar Falls Scale & Mfg. Co. has been incorporated with a capital stock of \$20,000. The company will engage in the manufacture of scales of all kinds. George E. Miller is president and secretary and T. E. Brittan, vice-president and general manager.

East Orange, N. J.—The Patent Sad Iron Mfg. Co. has been chartered with an authorized capital of \$100,000 by Charles O. Geyer, Frank S. Ferguson and Augustus W. Condit, all of the above address.

Greenville, Mich.—Greenville is to have another manufacturing plant that will put on the market the Tidey saw sets, saw guides and saw filing machinery. Charles H. Tidey has purchased the building formerly occupied by the Greenville Planter Works.

Lebanon, Pa.—The Lebanon Valley Chain Co., which will shortly be incorporated to manufacture chains, has let the contract for its first buildings. The buildings are to be completed by July 1. They will be 40 by 75 and 20 by 120 feet. It is planned to begin operation as soon as the structures are finished.

Leetonia, Ohio.—The Leetonia Tool Co. has been incorporated with a capital of \$10,000 by H. T. Collins, W. R. Smith, J. T. Smith, C. S. Richards and M. A. Collins.

New York, N. Y.—Porter Tool and Supply Company; capital, \$10,000. Directors—F. S. Porter, G. F. Cornwell, New York; E. L. Dare Porter, Brooklyn.

Norfolk, Va.—The Norfolk Wire Cloth & Wire Fence Manufacturing Co. has been organized with a capital stock of \$300,000. The company will erect a plant estimated to cost \$125,000 for the production of wire fence and wire cloth. The officers are: Paul R. Howard, president, and J. P. Andre Mottu, secretary and treasurer.

York, Pa.—A new industry for York, a saw factory, is being established in the rear of 212 South Penn Street, where at the present time Lewis Klunk and George Wills, two York mechanics, are engaged in the erection and equipment of a building to engage in this line of manufacture. Machinery will be installed, and it is expected that the new factory will begin operation early in June. At first only band saws will be manufactured, but if the business warrants it a new factory will be built and the manufacture of other classes of saws will be engaged in.

### Changes and Improvements.

Anderson, Ind.—The American Steel & Wire Co. has awarded the contract for a one-story brick addition, 50 by 200 feet, to its Anderson plant. The new structure will be used temporarily as a store room for barbed and galvanized wire.

Buffalo, N. Y.—The Curtis Screw Co. has purchased the Graphic Arts factory building located on the east side of Gull Street, between the New York Central Belt Line tracks and Niagara Street. The building contains 10,000 square feet of manufacturing space. The company is at present operating at No. 1904 Niagara Street, and will move to the new plant as soon as convenient.

Buffalo, N. Y.—The Shenandoah Steel & Wire Co. has started making wire by a new process at its extensive plant south of that city. The beginning of the operations was highly successful and marks the completion of a plant which was built in a remarkably short time.

Davenport, Iowa.—The Wahle Foundry & Machine Works, makers of the Easy-to-turn and Easy-to-sell line of rotary and lever washers, has by purchase secured a building for factory purposes at 213-215 East Second Street. The building is 40 by 140 feet, three stories. Some improvements will be made at once, which will include the installation of a modern electric elevator.

Fitchburg, Mass.—Union Caliper Company, manufacturers of Union spring calipers and dividers and punches, have moved to 5 Main Street, that city, where they have largely increased their capacity.

Fort Worth, Tex.—The Standard Wire Mfg. Co., newly incorporated with a capital stock of \$25,000, will at once begin the erection of a new plant for the manufacture of wire fencing and wire cloth at Factory Place, on the outskirts of the city. These goods will be made by special machines, which are also manufactured by the company.

Fostoria, Ohio.—The Blue Mfg. Co. has closed a deal for the purchase of the plant and business of the Shunk Plow Company. The Blue company proposes to issue about \$50,000 in additional stock and to erect two

new buildings. The buildings will be one story in height and about 80 by 225 feet.

Gardner, Mass.—Collier & Keyworth, manufacturers of go-carts and baby carriage Hardware, are to add a story to their factory, making it a three-story building. The new space will be 40 by 100 feet.

Grand Rapids, Mich.—The Terrell's Equipment Company, recently organized for the manufacture of metal lockers, steel shelving and sheet metal specialties, has leased a plant formerly occupied by the Brass & Iron Bed Company, and will begin operations in the early part of June. The machinery equipment for the plant has been purchased.

Harrisonville, Mo.—The Improved Scale & Foundry Co. is preparing to erect a new plant. The company is the successor to the Allen Scale Co. J. W. Colburn, Jr., is president and F. H. Howard secretary.

Indianapolis, Ind.—The Diamond Chain Mfg. Co. has secured a building permit for the erection of a new factory building, to be located at Senate Avenue and Georgia Street, representing an outlay of \$30,000. The building will be of brick, four stories in height.

Kansas City, Mo.—The Advance Threshing Machine Co. has obtained a permit for a warehouse at the southwest corner of Thirteenth and Liberty Streets. The building is to be five stories high, 100 feet deep, and have an 80-foot frontage on Liberty Street. The cost is to be \$65,000.

Lebanon, Pa.—Lebanon Valley Chain Company will shortly change its title to Weimer Chain & Iron Company, using a name which is well and favorably known in the furnace trade. E. A. Weimer, who is president of the Weimer Machine Works Company, is president of the new concern; A. A. Weimer is treasurer, and George E. Holly, formerly secretary and treasurer of the Lebanon Chain Works, is general manager.

Minneapolis, Minn.—Acme Tack & Mfg. Company, which has recently acquired the business of the consolidated Denny-Stephens Tag Company and the Rosche Machine Works, is making preparations for building a new plant. Its first building will cover about 10,000 square feet.

Passaic, N. J.—The Fire Escape & Railing Co., recently incorporated, has taken over a running business, doing a general fire escape, cellar door and other iron business, and is located at 78 First Street.

Philadelphia, Pa.—The Miller Lock Co. is having plans prepared for the erection of a manufacturing building to be erected at Frankford Station.

Pittsburgh, Pa.—The Pittsburgh Screw and Bolt Company has had plans prepared for a four-story factory and office building at Liberty Avenue and Twenty-fifth Street to replace the buildings destroyed by fire some weeks ago.

Port Clinton, Ohio.—The National Hardware Company, which was recently organized, has purchased the plant of the United States Hardware Mfg. Company. The company will have two buildings, 70 by 300 feet each, and one building 50 by 400 feet. The plant will be largely devoted to the manufacture of trunk and saddlery Hardware.





# How We Help You to Sell Yale & Towne Night Latches

**A**FTER our Sales Department has put Yale Night Latches into your Store, *our* Advertising Manager becomes *your* Advertising Manager.

## HE PROVIDES YOU WITH

**1—“The Night Latch—What It Is”**

This is a book printed in two colors and illustrated. It is calculated to interest and instruct your customers.

**2—Guaranty**

This is lithographed in two colors and bears a personal message from you.

**3—Story**

As interesting as a good magazine story, with a Night Latch moral.

**4—Leaflets**

In two colors,—illustrated.

**5—Envelopes**

Business size.

**6—Street Car Signs**

Black and Gold. (Size 11 in. x 21 in.)

**7—Newspaper Ads.**

Prepared for use in your local papers.

**8—Window Pastors**

In two colors. (Size 12 in. x 24 in.)

**9—Catalog**

Showing Night Latches you carry in stock.

**10—Cuts, Electrotypes or Halfstones**

For Newspapers and Circulars.

**11—Display Card**

Showing mechanism of Yale Night Latches.

*Each of the above bears*

## *Your Name and Business Address* *in a conspicuous place*

Our Advertising Manager *writes* your circular letters for you.

He prepares your Newspaper Advertising and furnishes the Cuts or complete electrotypes when desired.

He advises about Window Displays, and sends Photographs.

He places his time and experienced and trained organization at your command.

Write us about our handsome Display Board showing six actual Yale Night Latches in position.

Write for illustrated 32-page, 2-color book entitled “Suggestions for Selling Yale Night Latches.”

### *This Service Costs You Nothing*

Address, Dealers' Advertising Department

# The Yale & Towne Mfg. Co.

9 Murray Street, New York

Please mention **HARDWARE** when writing to advertisers.



## BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Jamestown, N. Y.—The Jamestown Motor Parts Co. has been chartered with a capital of \$125,000 to manufacture motors, engines, machinery and Hardware. The incorporators are: Scott H. Penfield, Edwin D. Shearman, Clare A. Pickard, Edwin D. Cook and Andrew Davis, all of the above address.

Medicine Hat, Canada.—The latest powder company is known as the J. C. Mitchell Smokeless Powder Company, of Canada, Limited. This firm starts out with a capital of \$100,000, and will manufacture a powder said to be far superior to anything in the market to-day. The new powder will be known as "Mitchellite." It was invented by J. C. Mitchell after twenty years of experimenting. As soon as the machinery can come to hand a plant with a capacity of 20,000 pounds per day will be installed. In the meantime 1,500 pounds per day will be manufactured by hand.

Middletown, Conn.—The I. E. Palmer Company, which has an authorized capital stock of \$500,000, has filed certificates of incorporation. It will, as heretofore, manufacture hammocks and netting, for which it is well known. Its incorporators are I. E. Palmer, Townsend Palmer and Fred E. Fowler, all of Middletown.

Rochester, N. Y.—The Rochester Bait Mfg. Co. is a new concern, organized to put on the market a recently invented spoon. This hook is intended to be used with a live minnow or frog. The minnow is attached in such a way that it looks extremely natural. There is a double hook at the extremity of the spoon and there is no possibility of the fish getting off.

### Changes and Improvements.

Chicago, Ill.—Von Lengerke & Antoine, Wabash Avenue and Van Buren Street, are

doubling the capacity of their salesroom by the addition of the adjoining store on Wabash Avenue. Workmen have been busy removing partitions, adding an additional entrance and making the double front uniform, with plate glass, electric fixtures and all other necessary appurtenances.

Columbus, Ohio.—The Midgley Mfg. Co. is erecting a large addition to its plant, which will give over 160,000 feet more of floor space and more than double the present capacity of the plant. The company makes automobile wheels and rims.

Memphis, Tenn.—The Jerome P. Parker Co., jobbers, have removed to 181-183 Madison Street, where they now have some 40,000 square feet of space. The building, a five-story structure, which is located in the heart of Memphis's business district, was designed specially to meet the Parker requirements.

Middletown, Ohio.—The Miami Cycle & Mfg. Co. is going through a reorganization, under the charge of C. H. Ballew. All interests other than S. J. Sorg and A. D. Sorg have been absorbed by the former. The capital stock of the company is to be increased from \$50,000 to \$750,000. This company has developed under its new management an entirely new design of motor cycle, and expects to add a drop forge foundry for making all the parts for both motor cycles and bicycles. It also expects to add a welding plant, and will be able to make every part of a bicycle and motor cycle complete in its own factory. The output of the plant for the present season has already doubled that of any previous year, and it is the intention of the present owners to largely increase its capacity.

Mintzners, Pa.—The Du Pont Powder Company is planning to erect a big powder plant near Mintzners, two miles north of Tamaqua, Pa. The ground has already been secured and work on the construction will commence immediately.

Pittsfield, Mass.—The Pittsfield Spark Coil Company have recently, owing to the great demand for their goods, made an enlargement of their factory at a suburb of Pittsfield called Dalton.

St. Joseph, Mo.—C. W. Reid has removed to 311 South Eighth Street.

Toronto, Can.—Mr. Alexander Dey, of the Stanley Gun Club, Toronto, Canada, has been appointed to take charge of the shot loading department of the Dominion Cartridge Company, and is now in Brownsburgh, Quebec, where the factory is located.

### Fires.

Illion, N. Y.—A recent fire which started in the wooden annex of the main buildings of the Remington Arms Company, caused a loss of several hundred dollars, and stopped the work in that department for but a few days.

Menominee, Mich.—E. Brissett's bicycle factory was completely destroyed by a recent fire which damaged other buildings to an extent of \$25,000.

Providence, R. I.—F. E. Chester & Co., wholesale dealers in baseball supplies, fishing tackle and other sporting goods, have suffered from fire, the bulk of their perishable stock being practically destroyed. It is stated that their loss amounted to \$20,000.

Stoughton, Mass.—The golf ball plant of A. G. Spalding & Bros., which was but recently destroyed by fire and rebuilt, was again ruined a week after being rebuilt, by flames which damaged the plant to the extent of \$10,000. The fire was caused by the spontaneous combustion of a golf ball mixture containing naphtha.

Tecumseh, Mich.—M. A. Zimmerman's handle and baseball bat factory was recently damaged by fire. The fire caught from a brazier used for burning and marking bats. About \$500 worth of bats, which were just ready for shipment, and a lot of unfinished material were destroyed. The loss will exceed \$1,000.

Toledo, Ohio.—A fire, caused by the upsetting of a can of oil, recently damaged the plant of the Union Firearms Company, Sylvan and Lane Avenues, to an extent of \$200.

Rockford, Ill.—Plans for extensive improvements to its plant are being made by the officers of the Forest City Bit and Tool Company. The present plant in Kishwaukee Street is not large enough to allow the company to do all the business offered, and for this reason the improvements are to be made. The plans are out for a building almost as large as the present one, which will be erected this season. This will give additional room to the main machine shop and also to the foundry.

Lehigh, Pa.—The annual meeting of the stockholders of the Lehigh Stove and Manufacturing Co. of Lehigh, was held at the works recently and presided over by Douglas Craig, of Mauch Chunk. Harry H. Butler was secretary. President Hoffer's annual report showed the past year to have been a prosperous one and the outlook for the next very excellent. The election resulted as follows: R. F. Hoffer, president; W. B. Butler, secretary and treasurer; W. O. Lentz, J. F. Barber, of Hazelton; Douglas Craig, Laird H. Barber and Harry A. Butler, directors.

### THE CALIBER OF A GUN.

Of the many technical terms in the nomenclature of guns, big and little, which cause confusion in the lay mind, none, perhaps, is so frequently misunderstood as the word caliber. This is proved by the large number of queries on the subject that are addressed to the different periodicals and newspapers. The majority of these letters indicate that the confusion arises chiefly from the use of the term in the sense of an adjective to specify length, as when we say a 50-caliber, 6-inch gun. The caliber as applied to artillery signifies essentially and at all times the diameter of the bore of a gun measured diametrically from face to face of the bore, the diameter measured on the rifling being, of course, somewhat larger. A gun, then, of 6-inch caliber is a gun whose bore is just six inches. For convenience, and because the power of a gun when once its bore has been decided depends so greatly upon its length, authorities are in the habit of defining the length of a gun in terms of its caliber. Thus, the 12-inch United States naval gun, which is

40 feet in length, is spoken of as a 40-caliber, 12-inch, the length being just 40 times its bore. The 6-inch rapid fire gun as mounted on the latest ships of the navy, is a trifle under 25 feet in length and is, therefore, known as a 50-caliber gun. From this it may be evident that the term may refer either to the diameter of the bore, or to the diameter of the bore used as a unit of length. In the case of small arms the caliber is expressed in hundredths of an inch, as when we say a 22-caliber or a 32-caliber revolver, meaning that the bore is 0.22 or 0.32 of an inch in diameter.

### CEMENT FOR WOODWORK.

Gunsmiths and other handlers of sporting goods who do repair work, frequently have need of a good cement that will adhere firmly to wood. The following cement will be very hard when dry and is thoroughly reliable: Melt one ounce of resin and one ounce of pure yellow wax in an iron pan; thoroughly stir in one ounce of Venetian red until a perfect mixture is formed, and use while hot.



# Pelouze Postal Scales

Invaluable to the Office, Store and Home. They tell instantly the exact cost of postage in cents on all classes of mail matter. Warranted accurate. Made in several sizes.

|           |         |        |                  |         |        |
|-----------|---------|--------|------------------|---------|--------|
| National  | 4 lbs.  | \$3.00 | Mail and Express | 16 lbs. | \$5.00 |
| Union     | 2½ lbs. | 2.50   | Commercial       | 12 lbs. | 3.75   |
| Columbian | 2 lbs.  | 2.00   | U. S.            | 4 lbs.  | 2.50   |
| Star      | 1 lb.   | 1.50   | Victor           | 1½ lbs. | 2.00   |

Trade supplied through principal jobbers. For sale by Leading Dealers. Send for Catalog "P."

PELOUZE SCALE & MFG. CO., 118-130 West Jackson Boulevard, Chicago.

Manufacturers also of Pelouze Celebrated Family Scales.

## Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

AMERICAN TOOL CHEST CO.

200 West Houston St., New York, U. S. A.



There's Profit for the Dealer in

# SAUER GUNS

They are best guns he can handle, from all standpoints. Send for our offer.

**SCHOVERLING, DALY & GALES**  
302 AND 304 BROADWAY, NEW YORK



## FRYING-PAN CLOCKS

are made of real Frying-pans, the bottom of the pan being used as the face. They come in two sizes—10 inch with raised brass figures and 6 inch with painted figures, and with one and eight day movements.

Also Program, 60 Day, Calendar, Electric, Synchronized and Watchman's Clocks.

Send for Catalogue No. 587

The PRENTISS CLOCK IMPROVEMENT CO.  
Dept. 58, 92 Chambers St., N. Y. City.

## 3 in One

### TELLS ITS OWN TALE

Read the label on the bottle---try the contents and it will give positive proof of its bestness for its 30 and 1 uses.

50 to 100 %  
Profits

on small and large sizes. The question remains: How many do you need?

Ask your Jobber for trial order.

**G. W. COLE CO.**  
42 Broadway  
NEW YORK



## HAMILTON RIFLES

### For Quick Sales and Quick Profits

We show herewith our latest and newest type

**MODEL 27 PRICE \$1.50**

Exceedingly simple hammer action of few parts.

Automatic Ejector which releases shell when barrel is "broken down."

Length over all, 30 ins. Barrel 16 ins. long, having front knife sight, open rear adjustable sight, and chambered for R. F. 22 caliber short and long cartridges.

The outer jacket of barrel and all working parts are of steel, having a beautiful blue-black gun finish, the stock and forearm being so designed as to give symmetry and style not usual in moderate priced rifles. Tapered barrel.

Weight 2 1-2 lbs. Packed in cases of ten each, weight of case being 30 lbs.

The strongest and most accurate and durable moderate priced rifle ever offered.

Send for Circular describing Models No. 28, Bolt Action Type, \$3.00; No. 19, Lever Action, \$2.00; No. 16, Lever Action, \$1.50

**THE HAMILTON RIFLE CO.**  
Plymouth, Mich., U. S. A.





## SPORTING GOODS SPECIALTIES

### STEVENS ODORLESS GUN OIL.

This latest Stevens firearm accessory again emphasizes how mindful the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., is of the desires and requirements of the shooting world. There are oils and oils of all degrees of varying excellence on the market to-day, but none embody that combination of superior qualities which is so manifest in the most recent Stevens production.

Stevens Odorless Gun Oil is a lubricant, rust preventive, polishing and cleaning compound. Is guaranteed to be absolutely pure and contains no acid. Especially adapted for firearms, bicycles, fishing reels, sewing machines, talking machines, and all fine mechanisms requiring a high-grade oil. It also makes a very good furniture polish.

Put up in one-ounce bottle at 10 cents, or four-ounce bottle at 25 cents. All progressive Hardware and Sporting Goods merchants carry Stevens Odorless Gun Oil in stock. If you cannot obtain, communicate with the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., and they will ship direct, upon receipt of price.

### J. STEVENS ARMS & TOOL CO.'S NEW CATALOGUE.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., mail us a copy of their Firearm Catalogue No. 52, which has just been issued. This 160-page Book of Reference is the largest and



most comprehensive catalogue they have ever prepared, and embodies detailed descriptions and illustrations of the entire Stevens line. Particular attention is directed to their new Little Scout No. 14 and No. 80 Repeating Gallery Rifles; also No. 325 Double-Barrel Hammerless Shotgun and Stevens Odorless Gun Oil. Stevens Rifles, Shotguns, Pistols, Firearm Accessories, etc., represent the most varied and extensive output the capacity of one manufacturer. In addition to the technical descriptive matter concerning the various models of their make, there are interesting chapters devoted to the Choice of a Rifle, Care of Rifles, Testing a Rifle, Methods of Cleaning Shotguns, Ammunition, etc., incorporated in Stevens Firearm Catalogue No. 52. The cut herewith shows the front cover, which is in colors, and represents types of many nations using the Stevens, and the picture is considered both unique and striking. A variety of Stevens models is faithfully reproduced in connection with the original spirited "action picture" front-cover design. This Firearm Catalogue No. 52 will be forwarded to any Hardware or Sporting Goods merchant free upon demand. As a Book of Reference it is indispensable to every progressive dealer in firearms.

### MICHIGAN STEEL BOAT CO.'S CATALOGUE.

MICHIGAN STEEL BOAT CO., 1256-1500 Jefferson Avenue, Detroit, Mich. Catalogue of Steel Pleasure Boats, such as Steel Launches, Row Boats, Sail Boats, Livery Boats, Duck Boats, Fishing Boats, Portable Boats and Trunk Boats. The catalogue is filled with illustrations, taken from life, of pleasure parties using these boats, and will prove of interest and profit to the reader.

### FRASER HOLLOW SPAR AND BOAT CO.'S CATALOGUE.

FRASER HOLLOW SPAR AND BOAT CO., Greenport, N. Y. Catalogue for 1907 of Canvas Covered Paddling Canoes, regarding which the company state: "These canoes are recommended for their absolute perfection. Let us assure those who are interested that these canoes combine, as far as possible, staunchness, buoyancy, ease in paddling, minimum weight with maximum strength, graceful appearance and durability. We do not pretend to make cheap canoes, our aim being to secure a superior article by the use, in their construction, of the very best materials to be obtained. We believe the purchaser will appreciate the value in safety, strength, durability and wearing qualities that are secured with such cost as to make the expenditure for a perfect article so very little more than the ordinary market-made canoe." A line of Single and Double Blade Paddles is also shown, and an assortment of extras for canoes, such as air and cork cushions, backboards, outside keels, bilge strips, removable bottom boards, transportation covers, etc. All canoes manufactured by this company are fastened exclusively with copper and brass. They also build the well-known Famous St. Lawrence River Skiffs, for which they also issue an attractive catalogue, as well as of Row Boats and Launches. These catalogues will be sent on application, and it will be found of much interest to canoeists.

### QUACKENBUSH'S NO. 6 AIR GUN.

H. M. Quackenbush, Herkimer, N. Y., has added to his line of boys' arms the No. 6 Air Gun, shown in the accompanying cut. Its full length is 39¼ inches, and its weight 43 ounces. All parts are made of steel except the inner brass barrel and stock, which



QUACKENBUSH AIR GUN.

is of black walnut. No cast-iron, solder or soft metal is used. Parts, if lost or broken, can be duplicated and easily replaced. The finish of the little gun is neat and substantial, the steel parts being dark blue and the wood stock oiled and varnished. It loads easily and quickly by pushing in the barrel, which cocks it and opens the breech for the insertion of the projectile. Sights and pull of trigger are adjustable. Six steel darts, three paper targets and a wiping rod come with the gun. BB shot can be used in it if desired.

### AUTOLIGHT AND MOTOR SUPPLY CO.'S CATALOGUE.

AUTOLIGHT AND MOTOR SUPPLY Co., Inc., 506-508 North Broad Street, Philadelphia, Pa., have favored us with a copy of their Motor Supply catalogue, covering a very extensive assortment of everything that may be called for by the up-to-date automobilist. Regarding this catalogue the company say:

"In placing this catalogue in the hands of our customers, we desire to state that our aim has been to classify, describe and illustrate the various articles in the most convenient manner possible. We have listed only such goods as are known to be standard and which we can recommend. This business was established March 1st, 1905, by Paul P. Rippien and was conducted by him until December, 1906, when this company was formed and incorporated under Pennsylvania laws. We carry everything listed in this catalogue in stock and guarantee prompt shipments. All the time, however, new specialties of peculiar merit are being introduced which we will illustrate and describe in subsequent catalogues, supplementary editions, etc."





The "FOLLETT"  
NUMBERING MACHINE  
PRICE \$5.00  
STYLE OF IMPRINT  
**123456**

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.  
**CUSHMAN & DENISON MFG. CO.**  
240-2 W. 23d St., New York City.

**Barrett Glass Cutters**  
Best in quality. Unsurpassed as sellers.  
Get prices from

W. L. Barrett, Bristol, Conn.

**"Hayward"**  
BARREL TRUCK

Fits any size barrel or keg. Light, strong, durable. Excellent prices to the trade.

AGENTS WANTED  
ON COMMISSION.

W. H. HAYWARD,  
BALLSTON SPA, N. Y.

**THE SCHWEDTLE STAMP CO.,**  
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.  
BRIDGEPORT, CONN.

THE  
POSTED  
DEALER  
KNOWS that

**H & R** gives  
greatest  
revolver value for  
the money. The new

**H & R** DOUBLE ACTION  
REVOLVER MODEL 1906

MODEL  
1906



is no exception to this rule. It is surprisingly good for the price. Surprisingly cheap for so good a revolver. Is a thoroughly well made, durable and serviceable arm. Light in weight, only ten ounces, and small in size, it is particularly adapted for those who desire a safe and efficient revolver at a moderate price. An ideal noise-maker for the Glorious Fourth. Safe for a boy to handle and has none of the disadvantages of the dangerous toy pistol. It is being extensively advertised for 4th of July trade and like the other models of this revolver is destined to have a tremendous sale. Order of your jobber early.

Specifications: 22 Caliber, Seven Shot, Rim Fire, Double Action; 2 1/4 in. barrel, finest nickel finish. Also made with 4 1/4 in. and 6 in. barrel.

The Celebrated **H & R HAMMERLESS** is always a good seller.

Write for Catalog of Revolvers and Single Barrel Shot Guns.

**HARRINGTON & RICHARDSON ARMS CO.,**  
315 PARK AVENUE, WORCESTER, MASS.

**H & R**  
Greatest  
Revolver  
Value for the  
Money.

**THE FISHERMAN**

Finds great pleasure  
in using

**KINGFISHER LINES**

His imagination can not conceive anything better. He knows that KINGFISHER LINES are strong, pliable, wear well, will not kink and offer him the variety of colors, textures and weights that the utmost needs of his sport demand.

Once a fisherman uses KINGFISHER LINES he ties up to them for good and all time.

**DEALERS. TAKE NOTICE!**

Here is a chance for you to create desirable and profitable trade. Cater to the fisherman. He is a good spender. KINGFISHER LINES will interest him in QUALITY and pave the way for many other profitable sales of Fishing Tackle for you.

Our trade is permanent and uniform in character because the dealer's trade in KINGFISHER LINES is permanent and uniform. Our interests are therefore mutual

We sell direct to jobbers only.

Get our catalogue NOW.

**E. J. MARTIN'S SONS**  
10 HILL ST.  
Rockville, Conn.



Please mention **HARDWARE** when writing to advertisers.



## AUTOMOBILE SUNDRIES RECORD

### THE ROYAL MULTIPLEX LAMP.

An ingenious electrical device has just been placed on the market by the Royal Battery Co. of New York, as illustrated herewith. It is a novel form of an electrical lamp and an attachment which fits the gas pipes of the standard headlights, searchlights and gas lamps having a  $\frac{3}{8}$  inch pipe.



The new lamp, which the inventor, H. Gernsback, the general manager of the Royal Battery Co., and the designer of the Royal Battery, calls the "Mutiplex" lamp, is the combination of four incandescent lamps in one. A number of filaments burn in parallel; simultaneously, each filament giving (on six volts) about 4 C. P. (with reflector behind 8 C. P.). If one filament should burn out or break, three would still be left to give service, which certainly no other lamp heretofore could accomplish. The socket or attachment also presents a new feature. It has a set screw at the upper part which tightens the bulb and makes unscrewing—due to the vibration of engine—an impossibility. The lamp itself is fed from the ignition storage battery or dynamo; the six-volt lamp with reflector behind gives 30-32 C. P. on  $1\frac{1}{2}$  amperes; the eight-volt lamp gives 32-34 C. P. on  $1\frac{1}{4}$  amperes. Specially treated filaments of a newly-discovered rare metal are used and it is claimed that the lamp will last for 250 hours to 300 hours before it will burn out.

The simplicity of the installing device is astonishing; no tools but a screwdriver are needed. Two lamps can be put in position in three minutes ready for use. A decided advantage is that the attachment is interchangeable with the gas system; that it, the gas burner can be used again if desired, no alterations on searchlights being needed.

### DUPLEX AUTOMOBILE SPECIALTIES.

The Duplex Folding Pail Co., 420-422 West 14th Street, New York, are the manufacturers of a line of Automobile specialties that, while they are simple, strong and rigid, are easy to open and fold, and durable, lasting and practical enough to fit anywhere and everywhere. The Funnels shown in cuts, Fig. 1, where they are shown open and folded, are made from a gasoline-proof ma-



FIG. 1.—OPEN.



FOLDED.

terial, with the metal parts rust-proofed. The strainer separates the water from the gasoline, and prevents chips, straws or dirt from passing through the funnel. They come put up one in a box, an Automatic Pail, with splash guard, strainer and spout, shown in the cut herewith (Fig. 2), where they are shown open and folded. All are made of canvas waterproof, and have Pantasote bottoms. They are provided with wire handles and metal parts constructed of spring steel and rust-proofed; one in a box.



FIG. 2.—OPEN.



FOLDED.

The company manufacture also a line of Handy Baskets (Fig. 3), shown open and folded, in the miniature cut herewith, made

from the same material, that are provided with double handles and covers fastened with snaps. One in a box. They will



FIG. 3.—OPEN



FOLDED.

hold ice or water, can be readily washed, and are an ideal basket for excursions or touring.

### AUTO REFRIGERATOR BASKET.

The Burlington Basket Co., Burlington, Iowa, are the manufacturers of the No. 2 Hawkeye Auto Refrigerator Basket, shown in the accompanying illustration. It is referred to as a good looking, strong and light-weight rattan basket, with an ice compartment and a metal lining between which and the rattan body of the basket there is a layer of asbestos packing and a layer of felt. As the lids and bottom are made in the same way, and a strip of felt is piped all around the edge of the lid,



AUTO REFRIGERATOR BASKET.

it is claimed that when they are closed down and the straps fastened, the basket is practically air-tight. The design here shown is said to be roomy enough to carry provisions for a large automobile party or for an extended tour. The basket is fitted with two leather straps and lock buckles, with which it can be firmly attached to the footboard of an automobile. The lock buckles prevent any one from opening or removing the basket except the one who holds the keys. Baskets are regularly furnished in imitation of dark cherry, but at slightly additional cost can be made in any desired color to match a car. The No. 2 size is 25 inches long, 14 inches wide and 10 inches deep. A No. 1 basket, 20 inches in length, is also made. Special baskets of any size or design will be made to order. Dull-finished rubber covers for the baskets are also offered.

### AMERICA BECOMES GREAT BRITAIN'S BEST CUSTOMER.

The London Economist calls attention in the following article to the great progress which the United Kingdom is making in sales of commodities to this country:

In the quarter ending March 31 the United States was for once our best foreign customer, the value of our exports thither amounting to \$42,251,736, against \$41,489,680 sent to Germany, which is usually first. The increases amounted to \$8,764,000 and \$4,063,500, respectively. America's increased takings were chiefly in pig iron, while Germany took much larger quantities of cotton, woolen and linen yarn. In spite of the unfavorable economic conditions in Russia, we sent there goods to the value of \$9,384,460, as compared with \$7,348,270 in the corresponding period a year ago. France and other European countries took in each case slightly more of our products than last year, Italy being foremost with an increase of \$1,946,000. Substantial increases were recorded in the exports to Turkey, Egypt, China and Japan. A good export trade also took place with the principal South American Republics, the order of importance being Argentina, Brazil, Chile and Uruguay.



**AVOID ACCIDENTS LIKE THIS!**



**THE EQUIVALENT OF  
120 GALLONS of WATER**  
in three pounds of weight.  
all for **\$1.00**

Absolute protection to auto or motor boat as well as home, office or business is assured when

**ITE  
FIRE**  
TRADE MARK.

is on hand.

The tube contains dry powder only, which is easily discharged. Each tube generates about 1,000 cubic feet of nitrogen gas, which is absolute DEATH TO COMBUSTION. No acid or liquid, no corrosion, leakage, pressure, explosion, or freezing. Harmless to flesh and fabric. Does not deteriorate with age. No complicated instructions. The only safeguard against burning oil.

**A HOT SELLER. Write for terms.**  
**HENRY W. LANDAU, Manufacturer,**  
GREEN ST. and N. J. R. AVE.,  
NEWARK, N. J.

FOR SPRING CLIP FOR BARE WIRE



**A Strong Team**  
**"DELTA"**  
Spark Plug and Ignition Battery

**THE PLUG** positively excludes oil and does not collect soot. Can be taken apart and re-assembled in one minute. Can not be short-circuited.

**THE BATTERY** is alive when you get it, and remains alive after your customer gets it. Retains its current when not in use. The only high-amperage dry cell that will do this. Guaranteed to stand six months storage without averaging over 10 per cent. deterioration from rating.

**THE BOAT OR AUTO USING THE "DELTA" BATTERY AND PLUG WILL ALWAYS GET HOME.**

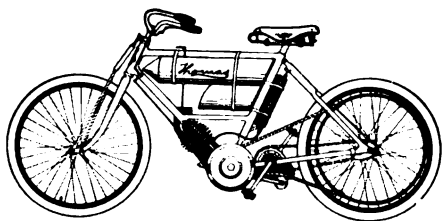
**GET OUR ATTRACTIVE FIRST ORDER PROPOSITION**  
sent to every dealer not handling our goods who will mention this paper.

**THE DELTA MFG. CO.**  
BLOOMFIELD, N. J.



**THE DELTA**  
NO. 8  
IGNITION BATTERY  
MADE EXPRESSLY FOR  
AUTOMOBILES MOTOR BOAT GAS AND  
GASOLINE ENGINE IGNITION  
GUARANTEED  
30 Amperes 1.5 Volts  
MANUFACTURED BY  
THE DELTA MANUFACTURING CO.  
BLOOMFIELD NEW JERSEY

## NEXT TO FLYING



### THOMAS AUTO-BI

Model No. 45

PRICE \$175.00

HAS IT OCCURRED TO YOU that the Thomas Auto-Bi agency will increase your profits? 100 miles for 20c. 4 to 40 miles per hour by simply turning the grip. It's so simple a boy can run it. As a hill climber it is unexcelled.

**Better ORDER A SAMPLE MACHINE NOW.**

Write for catalogue and terms.

**The Thomas Auto-Bi Company,**  
1400 Niagara St., Buffalo, N. Y.

## "SOOT-PROOF" SPARK PLUG

The best selling Plug on the market.  
Does not deteriorate and cannot short-circuit.  
It's life is practically unlimited.

### IT IS 'A TRADE BUILDER

It is reliable and gives satisfaction in every instance.

The Plug of all Plugs.

Retails for \$1.00.

Send for discounts.



The Hardware and Auto Sundries Dealer should sell this Plug because it has so many easily understood points of value, and is so worthy of recommendation.

**C. A. MEZGER  
INC.**  
Manufacturers  
40 W. 60th St.  
N. Y. City

National Sales  
Corporation  
Factory Sales  
Managers  
296 Broadway  
N. Y. City

↑  
**IT'S STRONGEST  
POINT-IT ALWAYS SPARKS**  
⚡



## STOVE MANUFACTURERS' RECORD

### ARGAND ODORLESS BLUE FLAME GAS RADIATOR.

The Albany Foundry Co., Albany, N. Y., manufacturers of Argand Gas Heating and Cooking Appliances, are engaged in manufacturing the Argand Odorless Blue Flame Gas Radiator, which is something absolutely new for this season, the patterns for the same having just been perfected, and do not appear in their handsome catalogue. The Argand Odorless Blue Flame



ARGAND ODORLESS BLUE FLAME GAS RADIATOR.

Gas Radiator is constructed on the same plan as the Royal Argand Odorless Blue Flame Heater, the difference only being in the style, one being a Radiator and the other a round Heater. It will be equipped for the same style of incandescent fuel, of a different size and shape, will be absolutely odorless, and is intended to be made in three sizes, 4, 6 and 8 inch, to be finished in either plain aluminum, nickel or antique bronze. It is a novelty in a Gas Radiator, as will be seen in the accompanying illustration.

### STOVE REPAIR COMPANY ORGANIZED IN LINCOLN, NEB., BY LOCAL MEN.

The Lincoln Stove Repair Company, whose capital stock is \$10,000, was organized recently with the following officers: O. L. Allison, Holton, Kan., president; T. F. Bartlett, vice-president; Ernest Hoppe, treasurer; George G. Waite, secretary. The company was organized upon a realization that there was a good field in Lincoln for a concern of its kind. The capital was, for the most part, subscribed by local men. Mr. Allison, the president of the new company, was formerly connected with a similar company in Omaha, and is experienced in the business. His home is now at Holton, Kan., but he expects to move his family to Lincoln and take up his residence there. The company has leased a building at Ninth and N streets, which will be its place of beginning business. A complete line of stove repairs will be carried. The officers expect to be ready for business within a few weeks.

### J. HARRIS CO.'S INC. CATALOGUE OF ACETYLENE STOVES, ETC.

J. HARRIS Co., Inc., 49 Wood Street, Cleveland, Ohio. Catalogue of Acetylene Stoves, Ranges, Heaters and Appliances. The catalogue is illustrated throughout, showing Ranges with ovens, Hot Plates, Chafing Dish, Tea and Coffee Urn Burners, Harris Flame Spreaders, Heaters with Range Oven Burners, Fireplace Heaters, Water Heaters, Munsen Burners, etc.

The best results can only be obtained in any method of heat by perfect combustion of the fuel used. The product of perfect combustion of Acetylene consists of a vapor of water and carbonic acid gas and is obtained by the proper proportion of air and gas, which is thirteen parts air to one part gas, and main-

taining this proportion under all conditions. The serious drawback to some stoves on the market is the polymerization of the gas in the stove chambers, which is chemically changed by the overheating of the stove into benzene vapor, which begins at 600 deg. F. Benzene requires three times the amount of air for combustion that Acetylene does, which is thirty-nine air to one of gas and it is next to impossible to mix with an atmospheric burner, or in other words, a burner depending upon its own suction for an air supply.

The Harris Stoves are claimed to be the best ever devised for utilizing Acetylene for cooking and heating purposes, the combustion being perfect under all conditions. They have no screens or perforated metal in their construction, and cannot flash back.

### THE INDEPENDENT STOVE CO.

The Independent Stove Company, Detroit, Mich., have just issued a new catalogue illustrating and describing their line of Steel Ranges and Oak Stoves, which they have prepared for the year 1907. The company call special attention to one or two features entirely new and original with them. One of these is called the Renown Heat Economizer. This is a device for retaining the heat in the upper part of the oven when opening the oven door, and it also prevents the heat from rushing into the operator's face. Another new feature has been incorporated in their Renown Oak Stove. The first part of an Oak Stove to give out is where the steel body is joined to the fire pot, and to overcome this they have placed a five-inch ornamental cast-iron band above the fire-pot, thus doing away with any possibility of the steel body burning out. This is not in the nature of an inside lining, but forms part of the body of the stove, and the fire-pot can be filled four inches above the top without endangering the steel body. These two features, together with their method of raising the covers and center over the fire-box (usually called raised pan tops) and their style of nickel-work, which is perfectly smooth and devoid of heavy carving, make it very easy to keep clean, and are original with this company. The Heat Economizer on the Modern Renown Range and the ornamented band on the Renown Oak, are features which have never been brought to the attention of the trade, this new catalogue being the first intimation their customers have had of these improvements.

### PYROLITE ENAMELED WARE.

Leffler, Thiele & Co., 47 Murray Street, New York, are offering to the Hardware trade the Pyrolite Seamless Non-Leak Enameled Ware, in which the spouts are without rivets and without seams. The spout is a part of the Seamless Tea Kettle Body; consequently a seamless spout eliminates the possibility of leaks or gathering of rust and germs. The Pyrolite is claimed the

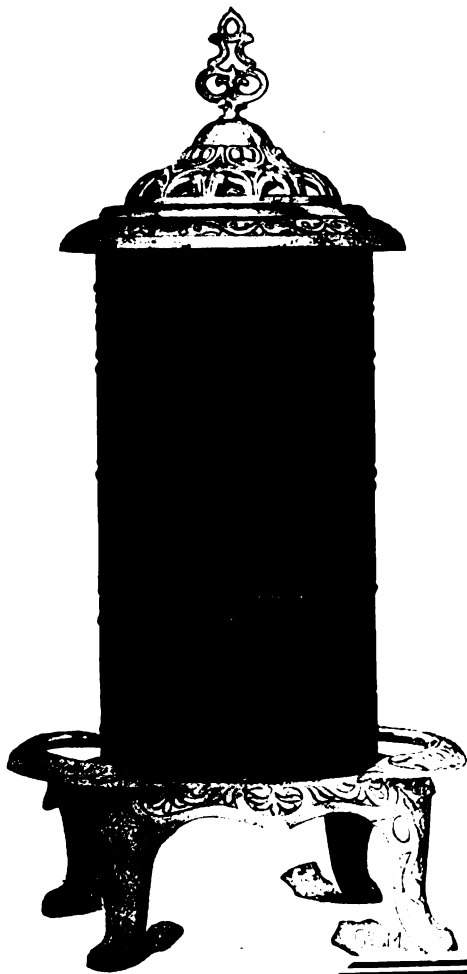


only entirely seamless and positively non-leaking ware on the market. Half the merit of the Pyrolite Ware consists in its mechanical construction, as would be evidenced by any one seeing this line of utensils stripped of enamel and compared with other makes of so-called seamless ware.

### TREATMENT OF LOW-GRADE IRON ORES.

Mr. Hiorth, of Christiania, Norway, has invented a system of treating low-grade iron ores in an electric smelter, with graphite as a reducing medium instead of coal. He has been awarded a prize for his invention by the Iron and Steel Institute. There are large quantities of graphite and of low-grade ores in Norway, and the existence of water power makes the invention a valuable one if it can be worked well on a large scale.





## FOR THE YEAR 1907

The Old and Reasonable Objections to Gas-Heated Rooms Have at Last Been Completely Overcome and the

# Royal Argand Gas Heater

by an ingenious and scientific device is made to consume every suspicion of odor. It is ornamental, and as an efficient heat distributor has no equal, producing it at a minimum cost.

Sold by All Jobbers in Hardware

REMEMBER, IT IS REALLY ODORLESS!!

ALBANY FOUNDRY CO., ALBANY, N. Y.

Send for Catalog and Price.

SECURE

THE AGENCY  
FOR  
THE



## COMBINATION STEAM COOKER AND BAKER THIS IS HOW WE HELP YOU:

All answers to our advertising, which appears monthly before ten million women, are referred back to the dealer selling **Ohio Cookers** in that territory.

Thousands upon thousands of inquiries are the result. We supply you free with good readable literature, handsome display cards and a fine electrical display stand.

*If this does not mean easy sales and large profits to you, we would like to know what does!*

The **Ohio Cooker** is a soft snap for dealers. It is a wonderful device which saves kitchen drudgery, 50% of fuel, cooks all food deliciously, and makes tough meat tender.

Get next to this unparalleled offer at once by securing the agency. Forty-eight page catalogue free.

**The OHIO COOKER CO.**  
600-17 Jefferson Ave. Toledo, Ohio

HARDWARE

## ADVERTISE THE YEAR ROUND

**M**ANUFACTURERS and dealers make a mistake when they cease advertising because business is booming. It takes years of continuous hammering to build up a large trade, and advertising enters largely into every successful campaign. Stop advertising and you commence to tear down what you have built up. You may not feel it this year, but you will feel it next, and history has proved that ground once lost in this way can never be regained.

**“HARDWARE”**  
WILL KEEP YOU IN TOUCH





## A CHAIN *of* REASONS

**I**N APPEARANCE the most attractive, in use the smoothest and most flexible and in construction the strongest of their kind on the market are the

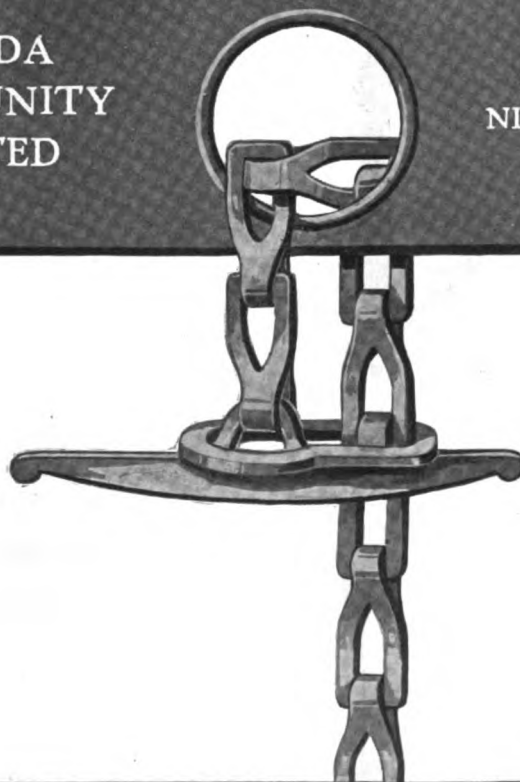
### AMERICAN WELDLESS HALTER CHAINS.

By means of our patented Lock Ring you can adjust the loop to any size and it locks fast. No slipping is possible, in spite of any pull or strain. The Snap is the most durable and effective made, never sticking on account of rust.

MADE IN ALL SIZES FROM DOG LEADS UP.

ONEIDA  
COMMUNITY  
LIMITED

ONEIDA,  
N. Y.  
NIAGARA FALLS,  
Ont.





# You Take NO Chances



## On the Ideal Combination Steam Cooker and Baker

Why? Because our advertisements in the best popular magazines are seen by 24,000,000 women—it's well advertised, and the best advertised article is known the best—sells the best—brings quickest profits.

If you are not handling the **"IDEAL"**—try a sample lot—display them—"talk 'em up." Sell but one, and if that one sale won't bring you a dozen others it will surprise us.

The **"IDEAL"** is a time-trouble-labor-food-and-fuel saver. That's why it sells so quickly.

Send for special proposition and 48-page booklet.

**Toledo Cooker Co.,** 1337 West Bancroft St.  
Toledo, Ohio



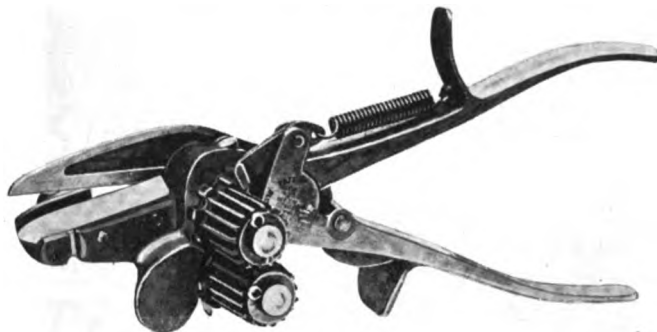
## BLUMER'S COMBINATION PIPE FITTER--3 Tools in 1 SLITTING SHEAR, SHEARS AND CRIMPER

**T**HE handiest tool for all kinds of sheet metal pipe work. Best for putting up stoves, leader and heater pipes. Will cut elbows in leader or conductor pipes to any desired angle without loss of material.

Will crimp as thick as No. 24 gauge, and cut as heavy as No. 18 gauge. Working parts are all of the best steel, and all parts are interchangeable for duplicating. May be carried in pocket.

*Warranted in Every Respect.*

**BLUMER-DOSCHER MFG. CO.**  
BROOKLYN, N. Y., U. S. A.



## OUR SPECIAL AD SERVICE DEPARTMENT

**P**REPARES business-pulling advertising free of charge for our advertisers when space is taken in accordance with our regular 3, 6 or 12 months contract. The work of this department can not be excelled by any trade paper or advertising agency, and is seldom equalled. These designed ads are the work of the best specialists in New York City, and are widely used by our advertisers in circularizing this business through the medium of mailing cards, as well as in filling their space in other mediums than "Hardware."



**BUFFALO  
WIRE  
WORKS CO.  
WIRE CLOTH  
WIRE GOODS  
BUFFALO, N.Y.**

Artistic  
METAL  
WORK

### Hardwaremen's Exchange

*Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines*

#### MALE HELP WANTED

**SALESMEN**—Positions now open for experienced Hardware salesmen; choice of desirable territory; salary and commission. Ask for free list of openings. HAPGOODS, 305 Broadway, New York.

**WANTED**—Two young men for Hardware clerks; familiar with country business; Paints, Agricultural Tools, etc. Apply with reference at once. Charles P. Sherwood, White Plains, N. Y.

**AGENTS WANTED**—To sell our specialties in Enameled Ware, to Hardware and Housefurnishing Goods trade. Enamel Specialty Mfg. Co., Box Pittsburgh, Pa.

**WANTED**—A well-posted cutlery salesman to take charge of cutlery department. Must have best of references. State experience, age and salary wanted. Stebbins Hardware Company, 74 Van Buren Street, Chicago, Ill.

**A GENTLEMAN** with an extensive acquaintance with the Southern Hardware jobbers, to many of whom he can refer, would like to represent some first-class manufacturer with established trade, either traveling or in local office. Address: HARDWARE, 415 Produce Exchange, New York.

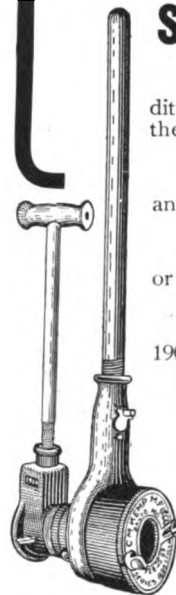
**MONARCH ROOFING**

**SECURE**  
PROTECTION AND LONG  
SERVICE BY USING OUR  
**ASPHALT ROOFING**  
SAVES REPAIRING  
SAVES RECOATING  
SAVES RENEWING  
Send for Samples and Pamphlet  
**STOWELL MFG. CO.**  
JERSEY CITY, N. J.

**THE SCHWERTLE STAMP CO.,**  
MANUFACTURERS  
Fine Hand Cut STEEL LETTERS and FIGURES.  
Send for Catalogue. BRIDGEPORT, CONN.

For the Hard-to-Reach  
Places:

### CLIMAX RATCHET STOCK



Threads pipe in the ditch, under the floor, in the corner, overhead, etc.

Works easily in any angle.

Made for either solid or Armstrong Dies.

Fully explained in our 1907 catalog of wonderful

Climax Plumbing  
Specialties

**C. M. Kemp Mfg. Co.**  
405 E. Oliver St.  
BALTIMORE, MD.  
U. S. A.

### HOTTEST ON EARTH

The TURNER-WHITE, No. 22—



known as the  
"Imperial" Torch  
—has satisfied the  
most skeptical  
mechanic.

Tank seamless,  
18 gauge, brass.

Guaranteed to  
please or money  
back.

Price Each, \$3.00 Net  
JOBBER SELL AT FACTORY PRICE

**THE TURNER BRASS WORKS**  
70 North Franklin Street  
CHICAGO, U. S. A.



### BARTHEL KEROSENE TORCH

Single charge, 1 pint of kerosene. Flame, 7 inches long from mouth of flame tube. Will melt 1/4 inch copper rod in 1 1/2 minutes. Gun metal flame tube. Positively the safest, best constructed and most economical torch made. COMBUSTION PERFECT.

Send for catalogs or Torches, Fire Pots and Stoves

**BARTHEL BLOW LAMP CO.**  
OLD SOUTH BUILDING  
BOSTON, MASS.

**THE SCHWERTLE STAMP CO.,**  
FINEST BURNING BRANDS  
STEEL STAMPS & DIES  
SEALS—MADE IN U.S.A.—CHICAGO  
BRIDGEPORT, CONN.

The United States Govern-  
ment will expend next year

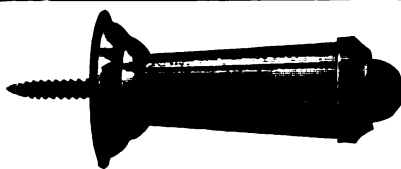
**\$201,368,000.00**  
in Contracts

The various items, the competing bidders, the prices paid, the successful contractors, and, above all, the opportunity to bid for the work or supplies required, can be had from the weekly

**U. S. Government Advertiser,**  
Washington, D. C.

Established 1882.

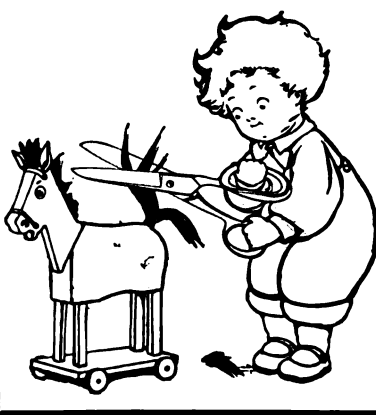
Sample Copies Free.



### The Champion Metal Base Knob NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by  
**THE CHAMPION SAFETY LOCK CO., Geneva, O.**



### HEINISCH TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

BEST IN THE WORLD

**R. HEINISCH'S SONS CO.**

NEWARK, N. J., U. S. A.

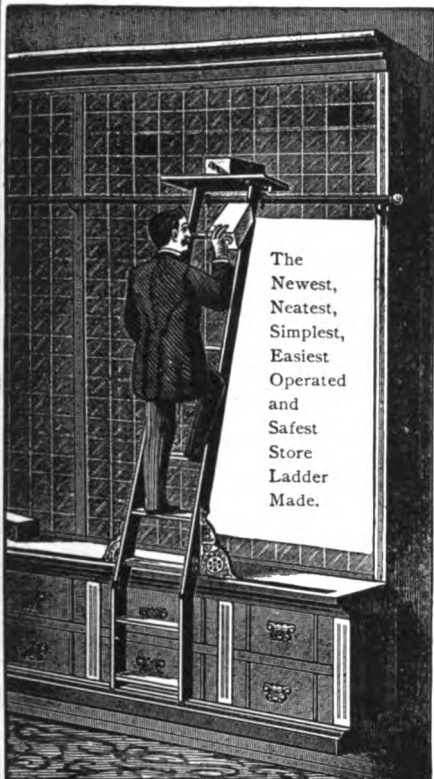
New York Office and Salesroom, 155 Chambers St.

Please mention HARDWARE when writing to advertisers.



### The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.



Ask about the new **noiseless track.**  
Highest award World's Fair.

WRITE US.

**THE BICYCLE STEP LADDER CO.,**  
65 Randolph St., CHICAGO ILL.

## WESTON Electrolytic Voltmeter



The accompanying cut illustrates a new model WESTON VOLTMETER expressly designed to meet the requirements of ELECTROPLATERS, ELECTROTYPERS and others engaged in the art of ELECTROMETALLURGY. It is accurate and thoroughly reliable. It is built in a thoroughly substantial manner; the workmanship is high grade. It is provided with a 15 point switch so that the difference of potential can be determined at any one of 15 tanks or all of them successively. It is *low priced and good.*

Special Bulletin describing the instrument and giving prices can be obtained upon application.

**Weston Electrical Instrument Co.,**

Waverly Park, NEWARK, N. J., U. S. A.

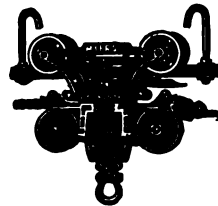
Take off your hat to The Myers!  
BEST PUMP ON EARTH.



Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

## GLASS VALVE SEAT PUMPS HAY UNLOADING TOOLS and BARN DOOR HANGERS HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track.  
Aluminum Finish.

O. K. Stay-on  
Door  
Hanger.



Flexible.

**F. E. MYERS AND BRO., ASHLAND, OHIO.**

THE HEATH HARDWARE CO., Monroe, N. C.

# SOLD

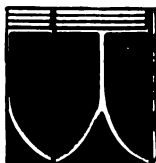
## Several Car Loads of Cortright Metal Shingles

and made a good big profit during 1906. So did a number of others. Don't you want to join them in 1907?

Write for prices and particulars.

**Cortright Metal Roofing Co.**

524 Walnut St.  
PHILADELPHIA, PA.



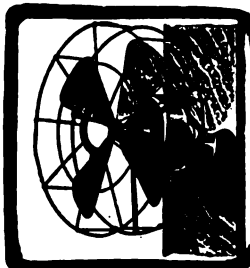
## GREAT WEATHER FOR LAWN

The whole area of the United States has been thoroughly soaked, and lawns are growing at a great rate. Lawn Mowers must be put in condition for the season. We beg to call your attention to **The IDEAL Lawn-Mower Grinder.** An inspection of the cut will show how it works. Blades do not have to be removed. The Mower is inserted in the Grinder, and perfectly sharpened in 15 or 20 minutes.

Sharpens tools, skates, etc. |  
As a money-maker it has  
no superior.

Send for circular.

The  
**ROOT BROS.  
CO.**  
Plymouth, O.

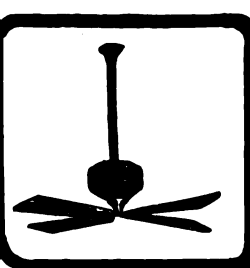


## FANS

WATER FANS FOR DESK AND WALL ONLY  
ELECTRIC FANS FOR CEILING, DESK, WALL OR  
COLUMN, ANY VOLTAGE.  
ALSO WATER MOTORS AND BELT DRIVEN FANS

SEND FOR CATALOGUE AND PRICES TO

**D. L. BATES & BROTHER, Dayton, O.**



## HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge  
and Width and Fine Finish.

**WEST LEECHBURG STEEL CO., Pittsburg, Pa.**

Please mention **HARDWARE** when writing to advertisers.



## The Clear Mountain Torrent

has nothing ahead of the

# ROSE WATER COOLER

for purity and healthful, refreshing temperature of drinking water.

It is distinctly in advance of every other Cooler under the sun.

It never allows the ice to come in contact with the water, and has no secluded parts to contaminate the supply.

It is as sanitary as the glass pitcher on your own dining table.

It requires 50% less ice than any other Water Cooler.

It is extremely simple and stands hard usage.

The best Cooler for the home, office, hotel, school, store, public building or any other place where efficiency and good drinking water are in demand.

All of these things account for our large and constantly increasing business in the Rose Water Coolers.

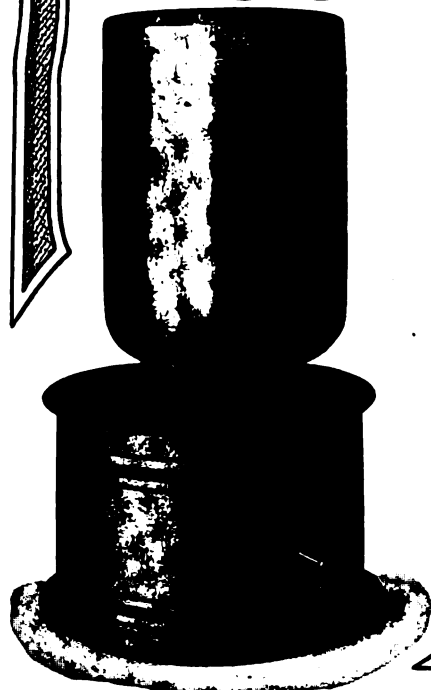
**OUR SPECIAL PROPOSITION FOR HARDWARE DEALERS  
CANNOT BE EXCELLED. WRITE FOR IT.**

**THE ROSE MANUFACTURING CO.**

505-7-9-11-13 W. 50th St., New York City.

MODEL E  
Counter Cooler.

MODEL F  
Family Water Cooler.



## The O'Brien Electric Whistle

means safety to all on board because it is very clear and loud, responds instantly and is

### ALWAYS READY

It requires no air pressure, and is operated with dry batteries and a push button.

Simple, lasts forever, and can be attached in ten minutes.

Made of highly polished brass, height 10 ins., diameter 3½ ins. Agents and demonstrators wanted. Liberal commission. Retail for \$9.75 with push button and wire ready to attach.

**LET US SEND YOU FULL DESCRIPTION AND TERMS.**

**O'BRIEN ELECTROPHONE CO.**  
HALLOWELL, ME.

HARDWARE

## CARRY THE "STERLING" WRENCH AND BE IN GOOD COMPANY!

Hundreds of dealers have found an easy solution to their Wrench troubles by adopting the Mossberg "Sterling," and thereby building up an appreciative and permanent trade.

Become one of them.

It is impossible to build a better wrench than the "Sterling." Thoroughly case hardened. Fourteen styles. From 5 to 10 inches in length. Mottled or nickled finish. Broadly guaranteed.

For the Auto or Machine Shop.

Beauty and  
Strength  
Combined.

Catalog contains  
all information.  
Send for it.

**THE FRANK  
MOSSBERG CO.**  
Attleboro,  
Mass.



Chicago Office, 116 Lake St. San Francisco Office, 132 Valencia St.  
Export Selling Agents: S. GUTTERMAN & CO., Ltd.  
LONDON: S. Gutterman & Co., Ltd., 25 and 36 Aldermanbury, E. C.  
PARIS: Godefroy, Petard & Co., Ltd., 79 Rue des Archives.  
NEW YORK: Gutterman, Rosenfeld & Co., 35 S. William St.  
HAMBURG: Gutterman, Rosenfeld & Co., 20 Hohe Bleichen.

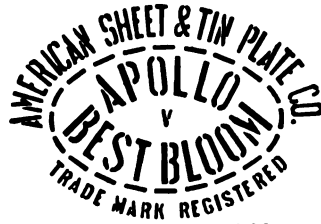
HARDWARE

K.



# In Mill, Factory, Storehouse

and Temporary Building construction, whether first cost is or is not a factor, you cannot use a better roofing or siding material than our



PITTSBURGH

## APOLLO BEST BLOOM Galvanized Sheets

They are flat, even in gauge, tough, pliable, easily worked, reasonable in price, and will give complete and lasting protection. Apollo Sheets are world-wide favorites, and it will therefore pay you, as thousands will testify, to demand Apollo when you are ready to place your orders.

We'll gladly give you further information if you will write. Our Weight Card may also prove useful.

AMERICAN  
SHEET & TIN PLATE  
COMPANY,

FRICK BUILDING,

PITTSBURGH, PA.



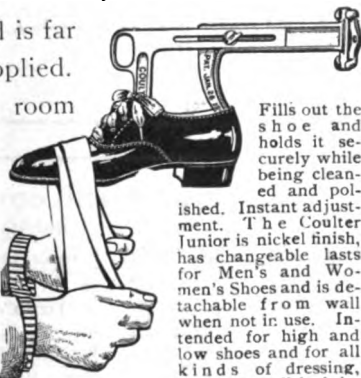
### Hundreds of Dollars

have been made by dealers through selling the

### COULTER JR. SHOE HOLDER

Do you handle it? If not, GET BUSY and claim your share.

The field is far from supplied. There is room for all.



Abundant profits await you. Get our booklet and prices.

Retails for \$1.00, including polishing cloth and polish.

Fill out the shoe and holds it securely while being cleaned and polished. Instant adjustment. The Coulter Junior is nickel finish, has changeable lasts for Men's and Women's Shoes and is detachable from wall when not in use. Intended for high and low shoes and for all kinds of dressing, whether polished by sponge, brush or cloth.

COULTER MFG. CO.  
325 Arch St. Philadelphia, Pa.

AND FILLS THE TILL

# Philadelphia

## High Grade LAWN MOWERS

The householder insists upon buying the PHILADELPHIA Mower because he knows it will serve him well.

His neighbor's PHILADELPHIA is evidence enough for him that he will get full value for his money and a machine that will last year in and year out.

PHILADELPHIA Mowers are perfect Mowers. They are the result of our thirty-eight years experience as Mower manufacturers. We are the largest makers of high-grade mowers in the world.

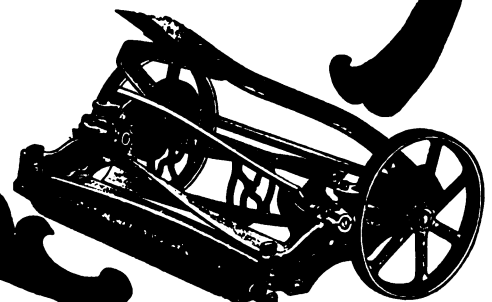
Many new and striking features in this year's line.

We make seventeen styles of Hand Mowers and five styles of Horse Mowers. Send for our 1907 Catalogue.

### The PHILADELPHIA LAWN MOWER CO.

3101-3109 Chestnut Street, PHILADELPHIA, PA.

LONDON STORE—14-16 Scrutton St., Finsbury.

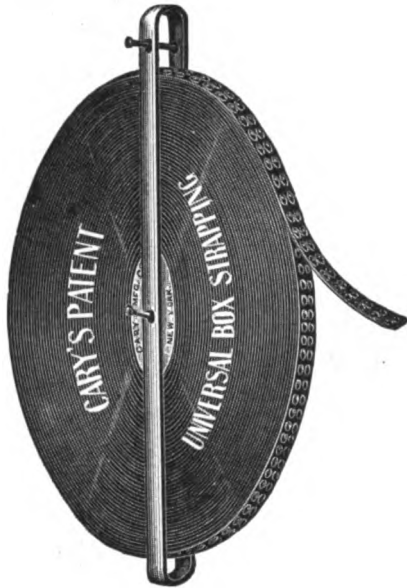


Please mention HARDWARE when writing to advertisers.



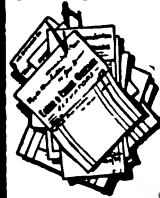
## CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



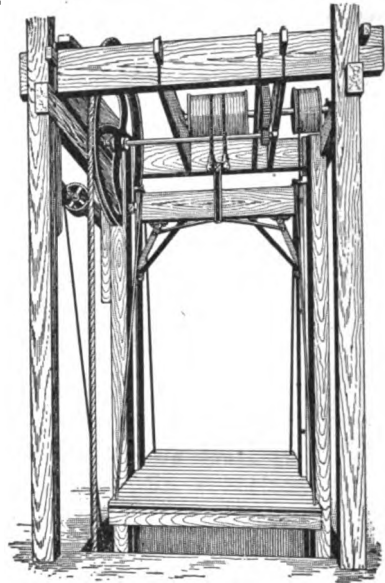
Put up in coils 300 feet each.  
**Patent Metal Reel Frame** with each coil.  
Straps made in four widths:  $\frac{1}{2}$ ,  $\frac{3}{4}$ ,  $\frac{1}{2}$  and 1 inch.  
Patented in all countries.

**CARY MFG. CO.,**  
19 & 21 Roosevelt Street, New York.  
Cable Address: CARLEIO



## Elevator Repair Bills

Reduced 25% by using  
**THE EATON & PRINCE**



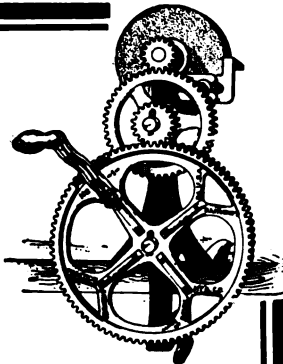
Center Lift Store Hoist

### We Pay the Freight—You Install Elevator Yourself

We will ship this Elevator direct to you, freight paid and you can install it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that EATON & PRINCE means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.  
We are also extensive makers of Passenger and Freight Elevators, for direct and alternating current. Send for catalogue.

**EATON & PRINCE COMPANY**  
70-76 MICHIGAN STREET, CHICAGO.

Say "Good-bye"  
to the  
**GRINDSTONE.**  
ITS DAYS  
ARE OVER.



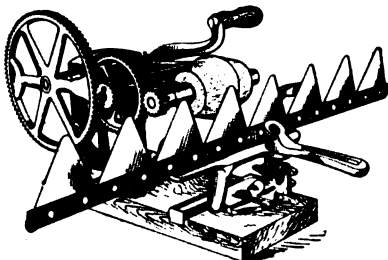
OUR GRINDERS are fitted with wheels of the finest **ALUNDUM**, the hardest, sharpest and most durable abrasive material known to science.

**ALUNDUM** is adapted for every possible kind of grinding and polishing.

OUR GRINDERS are made in various sizes for foot or hand power. Useful in the kitchen, store, workshop or farm. Every grinder is fully guaranteed.

WRITE FOR OUR CATALOGUE. IT WILL TELL YOU ALL ABOUT THE WONDERFUL **ALUNDUM**.

Liberal discounts to the trade.



**ROYAL MFG. CO.**

282 E. Walnut St.  
**LANCASTER**

PA.

HERBERT PORZER  
& COMPANY,  
Representatives,  
149 Church St., New York

DON'T FAIL  
TO MENTION "HARDWARE"  
WHEN WRITING  
TO  
THESE ADVERTISERS.

### PAINTS, OILS AND COLORS.

#### Oils

|                                         |     |
|-----------------------------------------|-----|
| Linseed, City, raw, in barrels, \$ gal. | 45c |
| Linseed, City, boiled, in bbls.         | 47c |
| Out of Town, on spot, \$ gal.           | 48c |
| Calcutta, raw, in barrels, \$ gal.      | 70c |
| Lard, prime city, \$ gal.               | 75c |
| Lard extra, No. 1.                      | 54c |
| Lard, No. 1.                            | 49c |

#### Paints and Colors

|                                                                          |         |
|--------------------------------------------------------------------------|---------|
| Barytes, Foreign floated, \$ ton                                         | \$18.50 |
| Barytes, American floated, \$ ton                                        | \$19.00 |
| White Lead, American, dry, in bbls.                                      | \$15.00 |
| \$ lb.                                                                   | 85c     |
| White Lead, American, in oil, in lots of less than 500 lbs., \$ lb. net. | 75c     |
| In lots of 500 lbs. and over, \$ lb.                                     | 75c     |
| White Lead Eng., in oil, \$ lb.                                          | 95c     |
| Zinc, American dry, \$ lb.                                               | 85c     |

#### Putty, Commercial—\$ 100 lb

|                         |        |        |
|-------------------------|--------|--------|
| In bladders.            | \$1.70 | \$1.25 |
| In bbls or tubs.        | 1.50   | \$1.40 |
| In lb. to 5 lb cans.    | 2.45   | \$2.25 |
| In 15 lb to 50 lb cans. | 1.50   | \$1.30 |

#### Spirits Turpentine

|                               |     |
|-------------------------------|-----|
| In regular bbls., per gallon. | 67c |
| In machine bbls. " "          | 67c |

#### Dry Colors

|                                    |        |
|------------------------------------|--------|
| Blue, Chinese.                     | \$1.00 |
| Blue, Prussian.                    | 80c    |
| Blue, Ultramarine.                 | 50c    |
| Sienna, Italian, burnt & powdered. | 80c    |
| Sienna, Italian, raw & powdered.   | 80c    |
| Umber, Turkey, burnt.              | 25c    |
| Umber, Turkey, raw.                | 25c    |
| Green, Chrome, ordinary.           | 85c    |
| Green, Paris, in kegs.             | 27c    |
| Indian, Red, American.             | 80c    |
| Indian, Red, English.              | 45c    |

#### Colors in Oil

|                    |     |
|--------------------|-----|
| Black, Lampblack.  | 14c |
| Blue, Chinese.     | 80c |
| Blue, Prussian.    | 50c |
| Blue, Ultramarine. | 12c |
| Sienna, burnt.     | 12c |
| Sienna, raw.       | 12c |
| Umber, burnt.      | 11c |
| Umber.             | 11c |

Please mention **HARDWARE** when writing to advertisers.







## COW TIES—

|                 |                     |
|-----------------|---------------------|
| American        | 45¢/60¢             |
| Niagara         | 45¢/50¢/60¢/10¢/15¢ |
| Covert Mfg. Co. | 45¢                 |
| Cotton          | 45¢                 |
| Hemp            | 45¢                 |
| Jute            | 45¢                 |
| Sisal           | 35¢/45¢             |

## Chain Guards

|                      |     |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

## Carpet Stretchers

|                                                          |        |
|----------------------------------------------------------|--------|
| Ballard's "Excelsior" and Tack Hammer (umbine), 1/2 doz. | 20¢    |
| Cast Iron, Steel points, 1/2 doz.                        | 80¢    |
| Sockets, 1/2 doz.                                        | \$1.75 |

## Carpet Sweepers

|                           |       |
|---------------------------|-------|
| Sterling Carpet Sweepers  |       |
| Model A, Nickel trimmings | 25.00 |
| " B, Japd. "              | 21.00 |
| " C, Nickel "             | 23.00 |
| " D, Japd. "              | 19.50 |

## Carpet and Rug Beaters

|                        |        |         |
|------------------------|--------|---------|
| No. 12, Wire, Tinned   | \$0.85 | \$ 9.50 |
| " 11, Wire, Coppered   | 1.10   | 12.00   |
| " 10, Wire, Tinned     | 1.20   | 13.50   |
| " 10, Wire, Galvanized | 1.50   | 15.00   |

## Cherry Stoners

|                                |         |
|--------------------------------|---------|
| Enterprise                     | 25¢/30¢ |
| Goodell's Family, net 1/2 doz. | \$5.00  |
| Rollman's, net, 1/2 doz.       | 6.00    |

## Chisels

## SOCKET FRAMING &amp; FIRMER—

|                              |         |
|------------------------------|---------|
| Standard Makes               | 75¢     |
| L. & I. J. White             | 80¢/85¢ |
| C. E. Jennings & Co., No. 70 | 25¢/10¢ |
| Jennings & Griffin Mfg. Co.  | 60¢     |

## TANGED &amp; MISCELLANEOUS—

|                             |                    |
|-----------------------------|--------------------|
| W. & S. Butchers            | \$4.75/\$5.00 to 2 |
| C. E. Jennings & Co.        | 25¢/10¢            |
| Jennings & Griffin Mfg. Co. | 25¢                |
| Tanged Chisels              | 25¢                |
| Tanged Gouges               | 25¢                |
| Tanged Firmers              | 35¢/45¢            |
| Tanged Gouges               | 35¢/45¢            |
| L. & I. J. White            | 35¢/45¢            |

## COLD CHISELS—

|                       |         |
|-----------------------|---------|
| Good quality, 1/2 lb. | 15¢/18¢ |
| Snell's best C. S.    | 40¢/45¢ |
| Cronk's               | 50¢     |

## Cleaners, Sidewalk

|                 |                 |
|-----------------|-----------------|
| Challenge Shank | 1/2 Doz. \$3.25 |
| Star Shank      | 2.25            |
| Star Socket     | 4.00            |

## Clippers

## HORSE—

|                               |         |
|-------------------------------|---------|
| Chicago Flexible Shaft Co's.  | Each.   |
| Lightning Belt Clipping Mach. | \$15.00 |
| New '30, Chicago              | 8.75    |
| 1892 Chicago                  | 10.75   |
| Twentieth Century             | 5.00    |

## Coach Oil

|                            |         |
|----------------------------|---------|
| Snow Flake                 |         |
| One-pint cans, 1/2 doz.    | \$ 8.00 |
| One-quart cans, 1/2 doz.   | 4.80    |
| One-gallon cans, 1/2 doz.  | 15.00   |
| Five-gallon cans, 1/2 doz. | 65.00   |

## Cocks, Brass

|                                                                |                |
|----------------------------------------------------------------|----------------|
| Hardware List                                                  |                |
| Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks | 55¢/10¢/60¢/10 |

## Coffee Mills

|                     |             |
|---------------------|-------------|
| Box and Side        | 50¢/10¢/60¢ |
| Enterprise Mfg. Co. | 30¢/25¢     |
| Lane Bros. Co.      | 25¢         |

## Compasses, Dividers, &amp;c

|                               |             |
|-------------------------------|-------------|
| Athol Calipers and Dividers   | 40¢         |
| Bemis & Call Co's             | 50¢         |
| Compasses                     | 50¢         |
| Dividers                      | 60¢         |
| Compasses, Calipers, Dividers | 70¢/70¢/10¢ |

## Coopers' Tools

|                   |             |
|-------------------|-------------|
| L. & I. J. White  | 20¢/20¢/45¢ |
| Sandusky Tool Co. | 30¢/20¢/10¢ |

## Corkscrews

|                           |         |
|---------------------------|---------|
| Detroit Cork Screw Co.    | 35¢/45¢ |
| Hudson & Beckley Mfg. Co. | 50¢/10¢ |
| Samson, 1/2 doz.          | 10.00   |

## Corn Hooks

|                     |                     |
|---------------------|---------------------|
| Kretzinger Cut-Easy | 1/2 Doz. net \$2.50 |
|---------------------|---------------------|

## Corn Knives and Cutters

|             |     |
|-------------|-----|
| Bradley's   | net |
| Wadsworth's | 60¢ |

## Countersinks

|                  |         |
|------------------|---------|
| Mayhew's Diamond | 40¢/45¢ |
| Smith's          | 25¢     |
| Snell's          | 40¢     |
| Wheeler's Patent | 50¢     |

## Cow Ties

|            |  |
|------------|--|
| See Chains |  |
|------------|--|

## Crayons

|                                                                                                                                              |                  |
|----------------------------------------------------------------------------------------------------------------------------------------------|------------------|
| Sargent's List                                                                                                                               | 30¢              |
| Dixon's                                                                                                                                      | 1/2 Doz. \$ 7.00 |
| Eclipse                                                                                                                                      | 5.00             |
| Emerald                                                                                                                                      | 5.00             |
| Orion                                                                                                                                        | 5.00             |
| Rainbow                                                                                                                                      | 5.12             |
| Sailor                                                                                                                                       | 7.50             |
| Trail                                                                                                                                        | 7.50             |
| Zehner's Lumber.                                                                                                                             | 1/2 Doz. \$ 7.50 |
| White and Purple, Indelible                                                                                                                  | \$7.50           |
| Blue, Red, Green, Yellow and Terra Cotta, \$6.50; Black                                                                                      | \$4.00           |
| Giant Lumber, 5 1/2 in. x 15-16 in. round, all colors, \$14.25; Indelible                                                                    | \$1.75           |
| Genuine Soapstone Metal Workers' 5 in. x 1/2 in. Round, \$1.50; 5 in. x 1/2 in. Square, \$1.75; 5 1/2 x 3-16, \$2.50; 5 in. x 1/2 in. x 3-16 | \$3.00           |

## Curry Combs

|                          |         |
|--------------------------|---------|
| Kohler's                 | 40¢     |
| The Metal Stamping Co.   | 40¢     |
| Southington Cutlery Co's | 25¢/10¢ |

## Cutlery

|                  |     |
|------------------|-----|
| Forster's Pocket | 80¢ |
| Carrier's Pocket | 50¢ |

## Diggers

See Post Hole, etc.

## Dividers

See Compasses, Dividers, etc.

## Dog Collars

|                            |             |
|----------------------------|-------------|
| Walter B. Stevens & Son:   |             |
| Brass                      | 40¢         |
| Embossed Gilt              | 80¢/10¢     |
| Leather                    | 40¢         |
| Union Hd'wre Co., new list | 50¢/60¢/10¢ |

## Door Checks

|                                |         |
|--------------------------------|---------|
| Hardley's                      | 40¢     |
| Columbia                       | 50¢/10¢ |
| Eclipse                        | 80¢/10¢ |
| Home                           | 50¢/10¢ |
| Pullman's Screen, 1/2 doz. net | \$4.50  |

## Door Holders

|          |         |
|----------|---------|
| Empire   | 50¢     |
| Superior | 35¢/45¢ |

## Door Springs

|                                     |             |
|-------------------------------------|-------------|
| Columbian Steel                     | 20¢         |
| " Fantless                          | 50¢         |
| Gem (Coll.) list Oct. '96           | 20¢         |
| Pullman, Perfect                    | 25¢         |
| Pullman Coll.                       | 25¢         |
| Star (Coll.) list Oct. '96          | 30¢         |
| Torrey's Rod, 3/8 in., 1/2 doz. net | \$1.10      |
| " 48 in.                            | 5.50        |
| Victor, Coll.                       | 50¢/10¢/10¢ |
| Chicago Coil Springs                | 40¢/10¢     |
| Reliance Coil Springs               | 40¢/10¢     |

## Drain Cleaners

|                   |         |
|-------------------|---------|
| Iwan's Adjustable | 55¢     |
| Iwan's Stationary | 40¢/45¢ |

## Drawing Knives

|                    |             |
|--------------------|-------------|
| Standard Makes     | 70¢/10¢/75¢ |
| Adjustable Handle  | 25¢/25¢/10¢ |
| Jennings & Griffin | 10¢/10¢     |
| Watrous            | 16¢/15¢     |
| L. & I. J. White   | 20¢/25¢/25¢ |

## Drills and Drill Stocks

|                                                                   |         |
|-------------------------------------------------------------------|---------|
| Automatic Boring Tools, Goodell's                                 |         |
| Blacksmiths                                                       | 50¢/10¢ |
| Breast, Miller's Falls, each \$3.00                               | 15¢/10¢ |
| Hand, Goodell's                                                   | 10¢/10¢ |
| Whitney's Hand Drill, No. 1, \$10.00, Adjustable, No. 10, \$12.00 | 35¢/45¢ |

## TWIST DRILLS—

See Augers and Bits.

## Drive 'unches

|                    |     |
|--------------------|-----|
| Bemis & Call's     |     |
| Hand forged, round | 50¢ |
| Hand forged, oval  | 50¢ |

## Egg Beaters

|                            |                   |
|----------------------------|-------------------|
| Holt-Lyon Co.              | 1/2 Doz. 1/2 Gro. |
| No. 5 Japanned, Dasher     | 1/2 Doz. \$0.35   |
| No. 4 Japanned, 6 doz.     | \$6.00 1.15       |
| No. 5 Tinned               | 1.40              |
| No. 5 Japanned, hotel size | 1.55              |
| No. 6 Japanned, Dasher     | 1.55              |
| No. 2, Tinned, hotel size  | 2.00              |
| No. 2, Tinned, hotel size  | 2.00              |

## Emery Wheel Dressers.

|          |     |
|----------|-----|
| Sterling | 35¢ |
|----------|-----|

## Escutcheons

|      |     |
|------|-----|
| Wood | 25¢ |
|------|-----|

## Farriers' Knives

|                  |                 |
|------------------|-----------------|
| 'Challenge'      | 1/2 Doz. \$3.00 |
| Pope's           | 3.00            |
| Wilkinson's, net | 3.00            |
| Westenholm's     | 3.25            |

## Faucets

|                |            |
|----------------|------------|
| Iron Petroleum | 70¢/70¢/10 |
|----------------|------------|

## SELF MEASURING—

|                     |            |
|---------------------|------------|
| Enterprise 1/2 doz. | \$25.00    |
| Lane's              | \$40.10/25 |

## Files

## DOMESTIC—

|                         |                     |
|-------------------------|---------------------|
| New list, Nov. 1, 1899: |                     |
| American                | 75¢/10¢/75¢/10¢/10¢ |
| Archie                  | 75¢/10¢/75¢/10¢/10¢ |
| J. Barton Smith         | 75¢/10¢/75¢/10¢/10¢ |
| Dixon's                 | 75¢                 |
| Weston's Superfine      | 75¢                 |
| Eagle                   | 75¢/10¢/75¢/10¢/10¢ |
| Great Western           | 75¢/10¢/75¢/10¢/10¢ |
| Kearney & Foot          | 75¢/10¢/75¢/10¢/10¢ |
| McClellan               | 75¢/10¢/75¢/10¢/10¢ |
| Nicholson               | 70¢/10¢/75¢/10¢/10¢ |
| Nicholson's X. F. Files | 40¢/40¢/10¢         |
| Royal                   | 80¢/80¢/10¢         |

## IMPORTED—

|        |                  |
|--------|------------------|
| Stub's | Stub's list, 35¢ |
|--------|------------------|

## Filters

|                            |                |
|----------------------------|----------------|
| Acorn                      | 50¢            |
| Fulper's Natural Stone     | \$5.50/\$15.50 |
| Subject to trade discount. |                |

## Fish Hooks

|                                       |             |
|---------------------------------------|-------------|
| Am. Fish Hook Co. list                | 60¢/60¢/10¢ |
| Kirby & Limerick, low list (80¢ base) | 10¢         |

## Fishing Tackle

|                                |          |
|--------------------------------|----------|
| Bishop's                       | 1/2 Doz. |
| Level Winding Jeweled Reel     | \$75.00  |
| Level Winding Steel Pivot Reel | 65.00    |
| Auto Even Spooler              | 30.00    |
| Gun Cleaner                    | 4.30     |
| Lightening Fish Scalper        | 3.00     |
| Fish Hook Shield               | 3.00     |

## Fish Scalars

|                          |         |
|--------------------------|---------|
| Covert's Saddlery Works: |         |
| Great American           | 60¢/20¢ |

## Freezers, Ice Cream

|                   |        |      |      |      |      |      |
|-------------------|--------|------|------|------|------|------|
| "Alaska":         | 1      | 2    | 3    | 4    | 5    | 6    |
| Qts.              | 1.15   | 1.25 | 1.30 | 1.35 | 1.40 | 1.45 |
| Net.              | \$1.10 | 1.50 | 1.50 | 1.80 | 2.30 | 2.95 |
| "Arctic":         | 1      | 2    | 3    | 4    | 5    | 6    |
| Qts.              | 1.10   | 1.20 | 1.25 | 1.30 | 1.35 | 1.40 |
| Net.              | \$1.05 | 1.40 | 1.40 | 1.70 | 2.20 | 2.85 |
| "North Star":     | 1      | 2    | 3    | 4    | 5    | 6    |
| Qts.              | 1.15   | 1.25 | 1.30 | 1.35 | 1.40 | 1.45 |
| Net.              | \$1.10 | 1.50 | 1.50 | 1.80 | 2.30 | 2.95 |
| "White Mountain": | 1      | 2    | 3    | 4    | 5    | 6    |
| Qts.              | 1.15   | 1.25 | 1.30 | 1.35 | 1.40 | 1.45 |
| Net.              | \$1.10 | 1.50 | 1.50 | 1.80 | 2.30 | 2.95 |

## Fruit, Wine &amp; Jelly Presses

|            |         |
|------------|---------|
| Enterprise | 20¢/25¢ |
|------------|---------|

## Fry Pans

|                       |        |      |      |      |      |      |
|-----------------------|--------|------|------|------|------|------|
| Standard list         | 1      | 2    | 3    | 4    | 5    | 6    |
| Qts.                  | 1.15   | 1.25 | 1.30 | 1.35 | 1.40 | 1.45 |
| Net.                  | \$1.10 | 1.50 | 1.50 | 1.80 | 2.30 | 2.95 |
| Kitchen Specialty Co. | 1      | 2    | 3    | 4    | 5    | 6    |
| Qts.                  | 1.15   | 1.25 | 1.30 | 1.35 | 1.40 | 1.45 |
| Net.                  | \$1.10 | 1.50 | 1.50 | 1.80 | 2.30 | 2.95 |

## Gauges

|                                        |             |
|----------------------------------------|-------------|
| Bemis & Call's Steel                   | 50¢         |
| Dixon's Mortise                        | 67¢/45¢     |
| Marking Mortise, etc.                  | 50¢/50¢/10¢ |
| Stanley's                              | 55¢         |
| Starrett's Surface, Center and Scratch | 25¢/10¢     |
| Wire, Morse                            | 25¢         |
| Wire, P. S. & W., low list             | 30¢         |

## Gimlets

|                             |               |
|-----------------------------|---------------|
| "Diamond" Gimlets, 1/2 gro. | \$4.00/\$4.25 |
| Double Cut                  | 40¢/10¢/50¢   |
| Metal Head                  | 50¢/10¢       |
| Wood Head                   | 50¢           |

## Gimlet Bits

See Augers and Bits.

## Globe and Racking Cocks

See Faucets.

## Glue

|                 |             |
|-----------------|-------------|
| Le Pages Liquid | 25¢/25¢/10¢ |
| Mastic          | 40¢         |
| Martins         | 40¢         |

## Glue Pots

See Hollow Ware.

## Graphite Lubricating

|                               |           |
|-------------------------------|-----------|
| Dixon's Pure Flake            |           |
| 622—1 lb. cans                | 30¢ ea    |
| 623—5 lb. screw top tin cans  | 85¢ ea    |
| 624—10 lb. screw top tin cans | \$1.50 ea |
| 625—25 lb. boxes              | 15¢ lb    |
| 626—50 lb. boxes              | 14¢ lb    |
| 627—100 lb. kegs              | 15¢ lb    |
| 628—250 lb. barrels           | 12¢ lb    |

## Grindstone Fixtures

|                      |             |
|----------------------|-------------|
| Cronk's              | 50¢         |
| P. R. & W.           | 30¢/30¢/10¢ |
| Stowells Extra Heavy | 40¢/10¢     |
| Stowells Light       | 50¢         |

## Gunpowder

See Ammunition.

## Gun Wads

See Ammunition.

## Hafes

|                   |        |
|-------------------|--------|
| Britons, 1/2 doz. | \$5.50 |
|-------------------|--------|

## Halters

|                   |         |
|-------------------|---------|
| Covert Mfg. Co.   |         |
| Jute Rope Halters | 50¢     |
| Sisal Rope        | 80¢/10¢ |
| Web Halters       | 35¢/55¢ |

## HAMMERS—

## HANDLED HAMMERS—

|                                       |                 |
|---------------------------------------|-----------------|
| Henry Cheney Hammer Co.               |                 |
| Adze Eye                              | 40¢/10¢/10¢     |
| Blacksmith's Hand                     | 50¢/10¢         |
| Machinist's                           | 50¢/10¢         |
| Miners' Hand                          | 50¢/10¢         |
| Magnetic tack, Nos. 1, 2, 3, 1/2 doz. | \$1.50 \$1.50   |
| Maydole's                             | 35¢/25¢/40¢/10¢ |
| Sargent's new list                    | 40¢             |
| Fayette R. Plumb:                     |                 |
| "Humb." A. E. Nail                    | 40¢/25¢/10¢     |
| Engineer's File B. S. Hand            | 50¢/15¢/10¢     |
| Quaker City Hammers                   | 40¢/25¢/10¢     |
| Riveting and Timbers                  | 40¢/25¢/10¢     |

## HEAVY HAMMERS &amp; SLEDGES—

|                    |                   |
|--------------------|-------------------|
| Under 8 lb 60c lb. | 50¢/25¢           |
| 8 to 16 lb 40c lb. | 30¢/25¢           |
| Over 16 lb 30c lb. | 20¢/10¢/25¢       |
| Wilkinson's Smiths | 9¢/10¢/10¢ 1/2 lb |

## Hammock Ropes







|                                          |     |      |
|------------------------------------------|-----|------|
| <b>IRON PLANES—</b>                      |     |      |
| J. E. Jennings & Co., Iron               | 50¢ | 100¢ |
| Standard Tool Co.                        | 50¢ | 100¢ |
| Stanley Rule & Level Co.                 | 50¢ | 100¢ |
| Bailey's                                 | 50¢ | 100¢ |
| Miscellaneous                            | 50¢ | 100¢ |
| <b>PLANE IRONS—</b>                      |     |      |
| Huck Blades                              | 50¢ | 100¢ |
| C. E. Jennings & Co.                     | 50¢ | 100¢ |
| Stanley R. & L. Co.                      | 50¢ | 100¢ |
| L. & J. White                            | 50¢ | 100¢ |
| <b>Pliers and Nippers</b>                |     |      |
| Acme Nippers                             | 50¢ | 100¢ |
| Button                                   | 50¢ | 100¢ |
| Cronk & Carrier Mfg. Co.                 | 50¢ | 100¢ |
| American Button                          | 50¢ | 100¢ |
| Cronk's                                  | 50¢ | 100¢ |
| Stn's Pattern                            | 50¢ | 100¢ |
| Combination and others                   | 50¢ | 100¢ |
| Heller's Farriers' Nippers               | 50¢ | 100¢ |
| and Tools                                | 50¢ | 100¢ |
| The Newton Mfg. Co. Reversible           | 50¢ | 100¢ |
| Cutting Nippers                          | 50¢ | 100¢ |
| P. S. & W. Tinner's Cutting Nippers      | 50¢ | 100¢ |
| Utica Drop Forge & Tool Co.              | 50¢ | 100¢ |
| Pliers and Nippers, all kinds            | 50¢ | 100¢ |
| <b>Plow Bolts</b>                        |     |      |
| See Bolts                                |     |      |
| <b>Plumb Bobs</b>                        |     |      |
| Keuffel & Esser Co.                      | 50¢ | 100¢ |
| <b>Plumb and Levels</b>                  |     |      |
| Davis'                                   | 50¢ | 100¢ |
| Inclinometers                            | 50¢ | 100¢ |
| Iron Levels                              | 50¢ | 100¢ |
| Diston's Plumb and Levels                | 50¢ | 100¢ |
| Diston's Pocket Levels                   | 50¢ | 100¢ |
| C. E. Jennings & Co.'s Iron              | 50¢ | 100¢ |
| C. E. Jennings & Co.'s Iron, Adjust-     | 50¢ | 100¢ |
| able                                     | 50¢ | 100¢ |
| Stanley R. & L. Co.                      | 50¢ | 100¢ |
| Stanley's Duplex                         | 50¢ | 100¢ |
| Wood's Extension                         | 50¢ | 100¢ |
| <b>Poachers</b>                          |     |      |
| See Egg Poachers                         |     |      |
| <b>Police Goods</b>                      |     |      |
| Tower & Lyon                             | 50¢ | 100¢ |
| <b>Polish Metal</b>                      |     |      |
| Prestoline Liquid, new list              | 50¢ | 100¢ |
| Prestoline Paste                         | 50¢ | 100¢ |
| George William Hoffman                   | 50¢ | 100¢ |
| U. S. Metal Polish Paste, 8 oz boxes     | 50¢ | 100¢ |
| 1/2 doz.                                 | 50¢ | 100¢ |
| 1/2 doz.                                 | 50¢ | 100¢ |
| 1/2 doz.                                 | 50¢ | 100¢ |
| U. S. Liquid, 8 oz cans, 1/2 doz.        | 50¢ | 100¢ |
| 1/2 doz.                                 | 50¢ | 100¢ |
| Harkepper's Friend Metal Polish          | 50¢ | 100¢ |
| 1/2 doz.                                 | 50¢ | 100¢ |
| 1/2 doz.                                 | 50¢ | 100¢ |
| <b>Polish Stove</b>                      |     |      |
| Black Eagle benzine paste, 5 lb cans     | 50¢ | 100¢ |
| 1/2 doz.                                 | 50¢ | 100¢ |
| Black Eagle, liquid, 10 oz cans          | 50¢ | 100¢ |
| 1/2 doz.                                 | 50¢ | 100¢ |
| Black Jack paste, 1/2 lb cans, 1/2 doz.  | 50¢ | 100¢ |
| Black Kid paste, 1/2 lb cans, each       | 50¢ | 100¢ |
| Ladd's Black Beauty, 1/2 doz.            | 50¢ | 100¢ |
| Joseph Dixon's, 1/2 doz.                 | 50¢ | 100¢ |
| Dixon's Plumbago, 1/2 lb.                | 50¢ | 100¢ |
| Firestone, 1/2 doz.                      | 50¢ | 100¢ |
| Gem, 1/2 doz.                            | 50¢ | 100¢ |
| Japanese, 1/2 doz.                       | 50¢ | 100¢ |
| Jet black, per gross                     | 50¢ | 100¢ |
| Peerless Iron enamel, 10 oz cans 1/2 doz | 50¢ | 100¢ |
| Wynn's                                   | 50¢ | 100¢ |
| Black silk, 5 lb. roll, each             | 50¢ | 100¢ |
| Black silk, 1/2 lb. box, 1/2 doz.        | 50¢ | 100¢ |
| Black silk, 5 oz box, 1/2 doz.           | 50¢ | 100¢ |
| Black silk, 1/2 pint liquid, 1/2 doz.    | 50¢ | 100¢ |
| <b>Poppers, Corn</b>                     |     |      |
| Square                                   | 50¢ | 100¢ |
| 1 qt.                                    | 50¢ | 100¢ |
| 1 1/2 qt.                                | 50¢ | 100¢ |
| 2 qt.                                    | 50¢ | 100¢ |
| <b>Post Hole Diggers</b>                 |     |      |
| Avery's "New Break" 1/2 doz.             | 50¢ | 100¢ |
| Diston's Samsun Digger, 1/2 doz.         | 50¢ | 100¢ |
| Kohler's                                 | 50¢ | 100¢ |
| Little Giant                             | 50¢ | 100¢ |
| Hercules                                 | 50¢ | 100¢ |
| Invincible                               | 50¢ | 100¢ |
| Pioneer                                  | 50¢ | 100¢ |
| Universal                                | 50¢ | 100¢ |
| New Champion                             | 50¢ | 100¢ |
| Rival                                    | 50¢ | 100¢ |
| Ryan's                                   | 50¢ | 100¢ |
| Iwan's                                   | 50¢ | 100¢ |
| Split handle                             | 50¢ | 100¢ |
| Perfection                               | 50¢ | 100¢ |
| Rockford Tool & Nail Co.                 | 50¢ | 100¢ |
| Rockford brand                           | 50¢ | 100¢ |
| Atlas pattern                            | 50¢ | 100¢ |
| <b>Post Hole Augers</b>                  |     |      |
| Iwan's Patent Improved                   | 50¢ | 100¢ |
| Vaughan's, 4 to 9 in.                    | 50¢ | 100¢ |
| <b>Potato Hooks, Etc</b>                 |     |      |
| Hoe Down Hooks                           | 50¢ | 100¢ |
| Hop Hooks                                | 50¢ | 100¢ |
| Potato Hooks                             | 50¢ | 100¢ |
| <b>Powder</b>                            |     |      |
| See Ammunition                           |     |      |
| <b>Presses</b>                           |     |      |
| See Fruit and Jelly Presses              |     |      |
| <b>Primers</b>                           |     |      |
| See Ammunition                           |     |      |
| <b>Pruning Hooks and Shears</b>          |     |      |
| Cronk's Pruning Shears, all styles       | 50¢ | 100¢ |
| Diston's Combined Pruning Hook and       | 50¢ | 100¢ |
| Saw, 1/2 doz.                            | 50¢ | 100¢ |
| Diston's Pruning Hook, 1/2 doz.          | 50¢ | 100¢ |
| Smith's                                  | 50¢ | 100¢ |
| Pruning Shears                           | 50¢ | 100¢ |
| Rockdale Pruners                         | 50¢ | 100¢ |
| Standard Tree Pruners                    | 50¢ | 100¢ |
| P. S. & W. Co.'s Pruning Tools           | 50¢ | 100¢ |
| P. S. & W. Co.'s Shears                  | 50¢ | 100¢ |
| Waters' Tree Pruners                     | 50¢ | 100¢ |
| Wilkinson's Shear & Cutting Co.          | 50¢ | 100¢ |
| Hedge                                    | 50¢ | 100¢ |
| Lawn and border                          | 50¢ | 100¢ |
| <b>Pulleys</b>                           |     |      |
| Awning                                   | 50¢ | 100¢ |
| Axle                                     | 50¢ | 100¢ |
| Brass screw                              | 50¢ | 100¢ |
| Ceiling                                  | 50¢ | 100¢ |

|                                              |     |      |
|----------------------------------------------|-----|------|
| Clothes line, Japanned                       | 50¢ | 100¢ |
| Common House                                 | 50¢ | 100¢ |
| Dumb Water                                   | 50¢ | 100¢ |
| Empire Sash Pulley                           | 50¢ | 100¢ |
| Fox, all steel                               | 50¢ | 100¢ |
| "Grand Rapids," all steel                    | 50¢ | 100¢ |
| Hay Fork, swivel eye, 1/2 doz., 4 in.        | 50¢ | 100¢ |
| 6 in., \$5.00                                | 50¢ | 100¢ |
| Hay Fork, Harts, 4 1/2 in., 1/2 doz., \$5.00 | 50¢ | 100¢ |
| Hay Fork, 5 in., solid, \$5.70               | 50¢ | 100¢ |
| Hot House                                    | 50¢ | 100¢ |
| Stowell's Anti-Friction, 5 in. wheel         | 50¢ | 100¢ |
| 1/2 doz., \$12.00                            | 50¢ | 100¢ |
| Side, Anti-Friction                          | 50¢ | 100¢ |
| Shade rack                                   | 50¢ | 100¢ |
| Upright                                      | 50¢ | 100¢ |
| <b>Pumps</b>                                 |     |      |
| Cistern, best grades                         | 50¢ | 100¢ |
| Pitcher Spout, best grades                   | 50¢ | 100¢ |
| Power Pumps, Myers                           | 50¢ | 100¢ |
| Spray Pumps, Myers                           | 50¢ | 100¢ |
| Spray Pumps, Kohler's                        | 50¢ | 100¢ |
| Delays, net 1/2 doz.                         | 50¢ | 100¢ |
| Mechanical, net 1/2 doz.                     | 50¢ | 100¢ |
| F. E. Myers & Bro., low list:                |     |      |
| No. 1, Fig. 328, 3 in. Shallow Well          | 50¢ | 100¢ |
| Pump                                         | 50¢ | 100¢ |
| No. 3, Fig. 328, 3 1/2 in. Shallow Well      | 50¢ | 100¢ |
| Pump                                         | 50¢ | 100¢ |
| No. 5, Fig. 307, 3 in. Deep Well             | 50¢ | 100¢ |
| Pump                                         | 50¢ | 100¢ |
| No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well     | 50¢ | 100¢ |
| Pump                                         | 50¢ | 100¢ |
| No. 14, Fig. 321, 3 in. Deep or Shal-        | 50¢ | 100¢ |
| low Well Pump                                | 50¢ | 100¢ |
| No. 23, Fig. 323, 3 in. Deep Well            | 50¢ | 100¢ |
| Pump                                         | 50¢ | 100¢ |
| No. 26, Fig. 321, 3 in. Shallow Well         | 50¢ | 100¢ |
| Pump                                         | 50¢ | 100¢ |
| No. 59, Fig. 323, 3 1/2 in. Shallow          | 50¢ | 100¢ |
| Pump                                         | 50¢ | 100¢ |
| No. 70, Fig. 323, 3 1/2 in. Deep Well        | 50¢ | 100¢ |
| Pump                                         | 50¢ | 100¢ |
| No. 72, Fig. 323, 3 in. Deep Well            | 50¢ | 100¢ |
| Pump                                         | 50¢ | 100¢ |
| No. 102, Fig. 448, 3 in. Lift Pump           | 50¢ | 100¢ |
| No. 103, Fig. 448, 3 1/2 in. Lift Pump       | 50¢ | 100¢ |
| No. 123, Fig. 510, 3 in. Lift Pump           | 50¢ | 100¢ |
| No. 131, Fig. 510, 3 1/2 in. Lift Pump       | 50¢ | 100¢ |
| No. 225, Fig. 389, Windmill Pump             | 50¢ | 100¢ |
| No. 235, Fig. 408, Windmill Pump             | 50¢ | 100¢ |
| No. 340, Fig. 408, Regulator Pump            | 50¢ | 100¢ |
| No. 352, Fig. 477, Spray Pump, com-          | 50¢ | 100¢ |
| plete                                        | 50¢ | 100¢ |
| No. 380, Fig. 547, Knapsack Spray            | 50¢ | 100¢ |
| Pump                                         | 50¢ | 100¢ |
| Discount 50% f. o. b. Ashland                | 50¢ | 100¢ |
| No. 328, Fig. 513, Low Down Tank             | 50¢ | 100¢ |
| For Pump, net                                | 50¢ | 100¢ |
| No. 330, Fig. 492, Bucket Spray              | 50¢ | 100¢ |
| Pump, net                                    | 50¢ | 100¢ |
| <b>Punches</b>                               |     |      |
| Bemis & Call Co.'s:                          |     |      |
| Cast Steel Drive                             | 50¢ | 100¢ |
| Morrill's                                    | 50¢ | 100¢ |
| Niagara Hollow                               | 50¢ | 100¢ |
| Niagara Solid                                | 50¢ | 100¢ |
| Saderer or Drive, good                       | 50¢ | 100¢ |
| Snells' Tinner's                             | 50¢ | 100¢ |
| <b>Rail</b>                                  |     |      |
| Barn Door, Light, Inches                     | 50¢ | 100¢ |
| 1/2 doz.                                     | 50¢ | 100¢ |
| 1/2 doz.                                     | 50¢ | 100¢ |
| Barn Door, "None Better" No. 1, 1/2 ft.      | 50¢ | 100¢ |
| Barn Door, "None Better" No. 2, 1/2 ft.      | 50¢ | 100¢ |
| B. D. for N. E. Hangers                      | 50¢ | 100¢ |
| Angular, 1/2 ft. 6c                          | 50¢ | 100¢ |
| Double Flange, 1/2 ft. 3c                    | 50¢ | 100¢ |
| Cronk's                                      | 50¢ | 100¢ |
| O. N. T. style, No. 13                       | 50¢ | 100¢ |
| Double braced, No. 10                        | 50¢ | 100¢ |
| Lane's                                       | 50¢ | 100¢ |
| O. N. T. 1 in., 1/2 100 ft., net             | 50¢ | 100¢ |
| O. N. T. 1 1/2 in., net                      | 50¢ | 100¢ |
| O. N. T. 1 1/2 in., net                      | 50¢ | 100¢ |
| Hinge Hanger, 1 in., 1/2 100 ft.             | 50¢ | 100¢ |
| Stowell's Wrought steel                      | 50¢ | 100¢ |
| Sliding Door, Bronzed Wrought iron,          | 50¢ | 100¢ |
| 1/2 ft.                                      | 50¢ | 100¢ |
| Sliding Door, Steel, Brass Plated, 1/2 ft.   | 50¢ | 100¢ |
| Sliding Door, Wrought brass, 1 1/2 in 1/2    | 50¢ | 100¢ |
| Victor Track Rail, 7c 1/2 ft.                | 50¢ | 100¢ |
| <b>Rakes, Etc</b>                            |     |      |
| Cronk's:                                     |     |      |
| Malleable                                    | 50¢ | 100¢ |
| New Champion                                 | 50¢ | 100¢ |
| Victor                                       | 50¢ | 100¢ |
| Anti-Clog Lawn                               | 50¢ | 100¢ |
| Never Break Garden                           | 50¢ | 100¢ |
| Queen City Lawn                              | 50¢ | 100¢ |
| Kohler's                                     | 50¢ | 100¢ |
| Lawn Queen, 30                               | 50¢ | 100¢ |
| Jumbo Lawn                                   | 50¢ | 100¢ |
| Paragon (wood head)                          | 50¢ | 100¢ |
| Steel Garden, 10th                           | 50¢ | 100¢ |
| " 12th                                       | 50¢ | 100¢ |
| " 14th                                       | 50¢ | 100¢ |
| " 16th                                       | 50¢ | 100¢ |
| <b>Rasps, Horse</b>                          |     |      |
| Diston's                                     | 50¢ | 100¢ |
| New Nicholson Horse Rasp                     | 50¢ | 100¢ |
| See also Files                               |     |      |
| <b>Razors</b>                                |     |      |
| Electric                                     | 50¢ | 100¢ |
| Boracic                                      | 50¢ | 100¢ |
| Fox                                          | 50¢ | 100¢ |
| J. R. Torrey Razor Co.                       | 50¢ | 100¢ |
| Wootenholm & Butcher, \$10.00 to 2           | 50¢ | 100¢ |
| <b>Razor Hones</b>                           |     |      |
| Pike Mfg. Co.                                | 50¢ | 100¢ |
| Belgian German and Swaty, all sizes          | 50¢ | 100¢ |
| Pike's Selling Assortments:                  |     |      |
| Assortment No. 1                             | 50¢ | 100¢ |
| No. 2                                        | 50¢ | 100¢ |
| <b>Registers and Ventilators</b>             |     |      |
| <b>HOT AIR—</b>                              |     |      |
| New List, July 1, 1907:                      |     |      |
| Black Japanned, White Japanned,              |     |      |
| Bronzed Finishes, Electro-Plated and         |     |      |
| Nickel Plated                                |     |      |
| White Porcelain                              |     |      |
| Solid Brass and Bronze Metal                 |     |      |
| <b>Revolving Chimney Tops</b>                |     |      |
| Iwano's Volcano                              | 50¢ | 100¢ |
| <b>Rifle Cleaners</b>                        |     |      |
| Bishop's:                                    |     |      |
| Small Bore Rifle Cleaner, 1/2 doz.           | 50¢ | 100¢ |
| <b>Rings</b>                                 |     |      |
| See Bull and Hog Rings                       |     |      |
| <b>Rivets and Burrs</b>                      |     |      |
| <b>COPPER—</b>                               |     |      |
| Belt with Burrs                              | 50¢ | 100¢ |
| Hose with Burrs                              | 50¢ | 100¢ |

|                                        |        |                |
|----------------------------------------|--------|----------------|
| <b>IRON OR STEEL—</b>                  |        |                |
| New list, Jan. 2, 1904.                |        |                |
| Tinner's                               |        | 70&105         |
| Miscellaneous                          |        | 70&105         |
| <b>Rivet Sets</b>                      |        |                |
| Regular list                           |        | 705            |
| <b>Rollers, Stay</b>                   |        |                |
| Cronk's:                               |        |                |
| Nos.                                   | 50     | 55             |
| 1/2 Dozen                              | 50c    | 55c            |
| 1/2 Dozen                              | 50c    | 55c            |
| 1/2 Dozen                              | 50c    | 55c            |
| 1/2 Dozen                              | 50c    | 55c            |
| <b>Rope</b>                            |        |                |
| Cotton Rope:                           |        |                |
| Best 1/2 in. and larger                | 16 1/2 | 18c            |
| Medium                                 | 16 1/2 | 18c            |
| 1/2 in. and larger                     | 16 1/2 | 18c            |
| Common                                 | 10 1/2 | 18c            |
| Jute Rope:                             |        |                |
| No. 1 grade                            | 8 1/2  | 18c            |
| No. 2 grade                            | 8 1/2  | 18c            |
| Manilla Pure:                          |        |                |
| 7-16 in. and larger                    | 18 1/2 | 18c            |
| 1/2 and 5-16                           | 18 1/2 | 18c            |
| Sisal, Pure:                           |        |                |
| 7-16 in. and larger                    | 9 1/2  | 18c            |
| 1/2 in. and larger                     | 9 1/2  | 18c            |
| 1/2 and 5-16 in.                       | 10 1/2 | 18c            |
| <b>Root Cutters</b>                    |        |                |
| Lane's                                 |        | 25c            |
| <b>Rules</b>                           |        |                |
| Athol, Steel                           |        | 25c            |
| Boxwood                                |        | 50&105&10&105  |
| Ivory                                  |        | 55&105&10&105  |
| Kenkel & Esser Co.:                    |        |                |
| Folding wood                           |        | 55&105         |
| " steel                                |        | 55&105         |
| Larkin's:                              |        |                |
| steel                                  |        | 50&105         |
| Lumber                                 |        | 50c            |
| Miscellaneous, Stanley's               |        | 50c            |
| <b>Sad Irons</b>                       |        |                |
| <b>DOVER ASBESTOS—</b>                 |        |                |
| Polishing                              |        | 50c            |
| Pressing                               |        | 50c            |
| Laundry                                |        | 50c            |
| Sleeve                                 |        | 50c            |
| Tourist                                |        | 50c            |
| Toy                                    |        | 50c            |
| Blacklock:                             |        |                |
| Plain black in cases, 1/2 100 lbs.     |        | 50.75          |
| Bronze finish in cases, 1/2 100 lbs.   |        | 51.15          |
| Aluminum finish in cases, 1/2 100 lbs. |        | 2.95           |
| Full nickel, in cases, 1/2 100 lbs.    |        | 3.75           |
| <b>COLD HANDLED—</b>                   |        |                |
| Enterprise Mfg. Co. of Pa. New List.   |        | 12 1/2 & 7 1/2 |
| <b>Safety Fuse</b>                     |        |                |
| See Fuse.                              |        |                |
| <b>Safety Lifts</b>                    |        |                |
| Burr Mfg. Co., steel                   |        | 70&10&105      |
| <b>Sand and Emery Paper and</b>        |        |                |
| <b>Cloth</b>                           |        |                |
| Baeder, Adanson & Co.'s list:          |        |                |
| Emery cloth                            |        | 50&105         |
| Garnet paper                           |        | 25c            |
| Flint and emery paper                  |        | 50&10&505      |
| <b>Sash Balances</b>                   |        |                |
| Caldwell Mfg. Co.                      |        | 50c            |
| Fullman                                |        | 50&105&505     |
| Victor                                 |        | 75c            |
| Victor steel                           |        | 70c            |
| <b>Sash Chain</b>                      |        |                |
| Competition                            |        | 50&105         |
| Giant                                  |        | 40c            |
| Fullman bronze                         |        | 50c            |
| Fullman cop steel                      |        | 50&105         |
| Royal metal                            |        | 50c            |
| <b>Sash Cord &amp; Weight Fastener</b> |        |                |
| Ives                                   |        | 31 1/2         |
| Titan (Tight-on)                       |        | 33 1/2         |
| <b>Sash Cord</b>                       |        |                |
| Cable Laid Italian, 1/2 lb.            |        | 15&18c         |
| Cable Laid Russia, 1/2 lb.             |        | 15c            |
| Common India, 1/2 lb.                  |        | 10&10 1/2      |
| Patent Russia, 1/2 lb.                 |        | 14c            |
| Patent India, 1/2 lb.                  |        | 12 1/2-13&15c  |
| Sisal:                                 |        |                |
| A Quality, drab, 1/2 lb.               |        | 45c            |
| A Quality, white, 1/2 lb.              |        | 40c            |
| B Quality, drab, 1/2 lb.               |        | 40c            |
| B Quality, white, 1/2 lb.              |        | 35c            |
| <b>Sash Fasteners</b>                  |        |                |
| Imperial                               |        | 33 1/2         |
| Sash rollers                           |        | 70c            |
| Champion                               |        | 50c            |
| Ives easement fasteners                |        | 40c            |
| Ives Crescent, iron                    |        | 45&47 1/2      |
| Ives Crescent, bronze and brass        |        | 46&7 1/2       |
| Monitor steel                          |        | 50c            |
| Shutter sheaves                        |        | 50c            |
| Window screen sash lifts               |        | 63c            |
| <b>Sash Locks</b>                      |        |                |
| Champion meeting rail                  |        | 50c            |
| Champion slide                         |        | 50c            |
| Ives' patent:                          |        |                |
| Bronze and Brass                       |        | 55&55 1/2      |
| Cast Iron                              |        | 50c            |
| Crescent                               |        | 40&205         |
| Window ventilating                     |        | 55c            |
| Robinson pat. ventilating sash lock    |        | 33 1/2         |
| Wrought bronze and brass               |        | 55c            |
| Wrought metal                          |        | 55c            |
| Wrought steel                          |        | 55c            |
| Peytons Signal ventilating             |        | 30c            |
| Fullman patent ventilating             |        | 25c            |
| <b>Sash Weights</b>                    |        |                |
| Ton lots at factory (Eastern)          |        | \$50.00        |
| <b>Sausage Stuffers or Fillers</b>     |        |                |
| Enterprise Mfg. Co.                    |        | 55&55&7 1/2    |
| National Specialty Mfg. Co.            |        | 50c            |
| <b>Saws</b>                            |        |                |
| Atkins:                                |        |                |
| Band to 14 in. wide                    |        | 50c            |
| Band 1/2 to 2 1/2 in. wide             |        | 50c            |
| Butcher                                |        | 40&105         |
| Circular Saw and Compass               |        | 40c            |
| Circular                               |        | 50c            |
| Cross Cut                              |        | 55&25          |
| Gang                                   |        | 50c            |
| Hand, Panel and rip                    |        | 40c            |
| Wood                                   |        | 40&105         |
| Disc Saw and Stamping Works            |        | 50c            |
| Sterling Kitchen saws                  |        | 50&10&105      |
| Diston's:                              |        |                |
| Circular, solid and inserted tooth     |        | 50c            |
| Band 1/2 in. to 16 in. wide            |        | 50c            |
| Band 1/2 in. to 1 1/2 in.              |        | 50c            |
| Circular                               |        | 50c            |
| Narrow cross cuts                      |        | 50c            |
| Mulay, mill and drag                   |        | 50c            |
| Framed wood saws                       |        | 25c            |
| Wood saw blades                        |        | 25c            |



| BENCH, HAND, ETC.—                                  |             |
|-----------------------------------------------------|-------------|
| Bench, iron, 1 in. 1 doz.                           | \$3.50@3.75 |
| 1 1/2 doz.                                          | \$5.00@5.25 |
| 2 doz.                                              | \$6.50@6.75 |
| Bench, wood, beech                                  | 25@25.50    |
| Hand, wood                                          | 25@25.50    |
| Jack Screws, Miller's Falls, roller bearing         | 50@100      |
| Jack Screws, Miller's Falls, without roller bearing | 50@100      |
| Jack Screws, P. S. & W.                             | 50@50.50    |
| Jack Screws, Sargent's                              | 70@100      |

| Scroll Saws               |        |
|---------------------------|--------|
| Crocket                   | 10@100 |
| C. E. Jennings & Co.      | 35%    |
| Lester, complete, \$10.00 | 15@100 |
| Rogers, complete, \$4.00  | 15@100 |

| Scythes                                                                                                |                |
|--------------------------------------------------------------------------------------------------------|----------------|
| Cronk's                                                                                                | 1/2 Doz \$9.00 |
| Wadsworth's                                                                                            |                |
| Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush | 40%            |

| Scythe Rifles             |     |
|---------------------------|-----|
| 2-Coat, 1/2 gro., \$10.00 | 40% |
| 4-Coat, 1/2 gro., \$12.00 |     |

| Scythe Stones               |            |
|-----------------------------|------------|
| Pike's Selling Assortments: |            |
| Assortment "A"              | \$4.75 net |
| Assortment "B"              | \$5.75 net |
| No. 1, Indian Pond          | \$7.00     |
| No. 2                       | 4.50       |
| White Mountain              | 9.00       |
| Black Diamond               | 12.00      |
| Lamolle                     | 11.00      |
| Green Mountains             | 6.00       |
| Leader Red End              | 4.50       |
| Willoughby Lake             | 9.00       |
| Extra Quinnesbog            | 7.00       |
| Pike's Cornum               | 18.00      |
| "Quick Cut Emery"           | 10.00      |

| Seeders            |        |
|--------------------|--------|
| Raisin, Enterprise | 25@30% |

| Shears                |          |
|-----------------------|----------|
| Acme (cast)           | 40@40.50 |
| Etma, Steel Japanned  | 80@30%   |
| Etma, Steel Nickle    | 70@30%   |
| Barnard Lamp Trimmers | 40%      |

| Carrier Cutters                       |               |
|---------------------------------------|---------------|
| N. P. Straight Trimmers               | 63 1/2%       |
| N. P. Bent Trimmers                   | 66 1/2%       |
| Japanned Straight                     | 70@10%        |
| Japanned Bent                         | 70@10%        |
| Heinrich's                            |               |
| Straight Trimmers, etc.               | 60@100@80@100 |
| Tailors' Shears                       | 104           |
| Tinners' Snips                        | 40%           |
| Pruning, See Pruning Hooks and Shears |               |
| Seymour's Standard List:              |               |
| Japanned                              | 70%           |
| Nickle                                | 60%           |

| Standard Cutlery Co. |        |
|----------------------|--------|
| Japanned             | 70@10% |
| Nickle               | 60@10% |

| Star Brand:     |     |
|-----------------|-----|
| Nickle Scissors | 60% |
| Nickle Shears   | 60% |
| Japan Shears    | 70% |
| Tailors' Shears | 70% |
| Pruners         | 75% |
| Tinners' Snips  | 10% |

| Shears, Hedge        |     |
|----------------------|-----|
| Wm. Wilkinson & Sons | 50% |

| Sheep Shears |           |
|--------------|-----------|
| Wilkinson's  |           |
| 1900 List    | 30@100@5% |

| Sheaves                 |               |
|-------------------------|---------------|
| SLIDING DOOR—           |               |
| Corbin's list           | 60@100@5%     |
| Hatfield's Pattern      | 70@100@5%     |
| Stowell's Anti-Friction | 50%           |
| Patent Roller           | 60@100@60@100 |

| SLIDING SHUTTER— |     |
|------------------|-----|
| Sargent's list   | 70% |

| Shells          |  |
|-----------------|--|
| See Ammunition. |  |

| Ship Tools       |     |
|------------------|-----|
| L. & I. J. White | 35% |

| Shot            |  |
|-----------------|--|
| See Ammunition. |  |

| Shovels and Spades              |            |
|---------------------------------|------------|
| Association List, Nov. 15, 1902 | 40%        |
| F. E. Kohler Co.                | net prices |
| Avery Stamping Co.              | 40%        |

| Snow Shovels    |             |
|-----------------|-------------|
| Long Handles    | \$2.75@3.00 |
| Black D Handles | \$3.25@3.50 |

| Shutter Bars |     |
|--------------|-----|
| Ives         | 45% |

| Shutter Bolts       |  |
|---------------------|--|
| See Bolts, Shutter. |  |

| Skate Sharpeners |                                    |
|------------------|------------------------------------|
| Eureka           | 1/2 doz. \$1.75; 1/2 gro., \$18.00 |

| Slaters' Tools |     |
|----------------|-----|
| Plumbs         | 30% |

| Saw and Kraut Cutters                        |               |
|----------------------------------------------|---------------|
| Diston's                                     |               |
| Saw, vegetable, corn grater, turnip shredder | 35%           |
| Kraut cutters, 24x7, 26x8, 30x9              | 35%           |
| Kraut cutters, 30x12, 40x15                  | 35%           |
| Tucker & Dorsey:                             |               |
| 1 knife, 1/2 gro.                            | \$13.00@30.00 |
| 2 knives, 1/2 gro.                           | \$23.50@30.00 |
| Kraut cutters                                | 40%           |
| Woodrough & McParlin                         | 40%           |

| Sledge and Heavy Hammers |  |
|--------------------------|--|
| See Hammers.             |  |

| Slicers               |     |
|-----------------------|-----|
| Vegetable, Enterprise | 25% |

| Smiths' Bellows |  |
|-----------------|--|
| See Bellows.    |  |

| Snaps, Harness, &c |           |
|--------------------|-----------|
| German, new list   | 40@40@10% |
| Sargent's          |           |
| Patent Guarded     | 65 1/2%   |
| Covered Spring     | 50@55%    |

| Covert Mfg. Co.                  |        |
|----------------------------------|--------|
| Covert Breast strap, bkls maps   | 40%    |
| Yankee Breast strap, bkls maps   | 30@25% |
| Breast strap protector           | 45%    |
| Yankee for hits or trace carrier | 45%    |
| Trojan maps                      | 45%    |
| High grade maps                  | 35%    |
| Jockey maps                      | 35%    |
| Derby maps                       | 30@25% |
| Rope maps                        | 40%    |
| Yankee maps                      | 30@25% |

| Scythe Snaths      |            |
|--------------------|------------|
| National Snath Co. | 45@50%     |
| Grain cradles      | 40@12 1/2% |

| Spoons and Forks               |         |
|--------------------------------|---------|
| Spoke Shaves                   |         |
| Bailey's (Stanley R. & L. Co.) | 50@10%  |
| Razor Edge                     | 35%     |
| Iron, 1/2 doz.                 | 50@10%  |
| Miller's Falls                 | 15@10%  |
| Seymour Smith & Sons, Iron     | 20%     |
| Wood, best                     | 30%     |
| Wood, second quality           | 25 1/2% |

| Spoons and Forks         |          |
|--------------------------|----------|
| SILVER PLATED FLATWARE—  |          |
| International Silver Co. |          |
| "1847"                   | 40@10%   |
| "Anchor"                 | 60%      |
| "Eagle"                  | 50@10%   |
| "Star"                   | 50@10%   |
| Rogers, Smith & Co.      | 50@10%   |
| Rogers & Hamilton        | 40@10%   |
| Holmes & Edwards         | 50@100   |
| German silver, unplated  | 60@60.50 |

| KNIVES AND FORKS, No. 12— |                     |
|---------------------------|---------------------|
| "1847"                    | 1/2 Doz. Net \$3.50 |
| "Anchor"                  | 3.25                |
| "Eagle"                   | 3.25                |
| "Star"                    | 3.25                |
| Rogers, Smith & Co.       | 3.25                |
| Rogers & Hamilton         | 3.25                |
| Holmes & Edwards          | 2.75                |

| Spirals           |  |
|-------------------|--|
| See Door Springs. |  |

| Spring Balances |  |
|-----------------|--|
| See Balances.   |  |

| Spring Hinges |  |
|---------------|--|
| See Hinges.   |  |

| Squares                                  |            |
|------------------------------------------|------------|
| Diston's Try square & T bevels, new list | 7 1/2%     |
| Try square and T bevel                   | 60@100@60% |
| Winterbottom's Try and Mitre:            |            |
| Iron Handle                              | 35%        |
| Wood Handle                              | 40%        |
| Nickle-plated, new list, Jan. 5, '00     | 70@7 1/2%  |
| Steel and Iron                           | 70@7 1/2%  |

| Staples                                |              |
|----------------------------------------|--------------|
| Barbed blind, 1/2, 3/4, & 1 in., 1 lb. | 6@5 1/2%     |
| Poultry Netting                        | 3 1/2@3 3/4% |

| FENCE—                                     |  |
|--------------------------------------------|--|
| Same price as Barb Wire, see trade report. |  |

| Stay Rollers                  |        |
|-------------------------------|--------|
| Cronk's, No. 50, net 1/2 doz. | \$1.00 |
| " " " " " "                   | 84c    |
| " " " " " "                   | 84c    |
| " " " " " "                   | 80c    |
| Lane's, Nos. 1, 2 and 3       | 40%    |

| Steels              |     |
|---------------------|-----|
| Chatillon's "Dicks" | 80% |
| Foster Bros         | 80% |

| Stocks and Dies |        |
|-----------------|--------|
| BICYCLE—        |        |
| Holroyd & Co.   | 40@10% |

| BLACKSMITH'S—                   |           |
|---------------------------------|-----------|
| Butterfield's                   | 35@40%    |
| Gardner                         | 35@10%    |
| Holroyd & Co.                   | 50@50@10% |
| Holroyd's R'd Adj. screw plates | 50%       |
| Reeco's new screw plates        | 25%       |
| Lighting screw plate            | 25%       |

| PIPE MAKERS—  |           |
|---------------|-----------|
| Holroyd & Co. | 30@80@10% |

| Stones         |  |
|----------------|--|
| See Oilstones. |  |

| Stops            |  |
|------------------|--|
| See Bench Stops. |  |

| Store Door Handles |  |
|--------------------|--|
| See Handles.       |  |

| Store Ladders    |     |
|------------------|-----|
| Lane's           | 10% |
| Myers' Noiseless | 50% |

| Stove Bolts |  |
|-------------|--|
| See Bolts.  |  |

| Stove Polish       |  |
|--------------------|--|
| See Polish, Stove. |  |

| Sweepers             |  |
|----------------------|--|
| See Carpet Sweepers. |  |

| Tackle Blocks |  |
|---------------|--|
| See Blocks.   |  |

| Tacks, Finishing Nails, &c     |        |
|--------------------------------|--------|
| New List, May 1, 1905.         |        |
| American Carpet Tacks          | 90@20% |
| American Cut Tacks             | 90@20% |
| Swedes Cut Tacks               | 90@20% |
| Swedes Upholsterers'           | 90@40% |
| Gimp Tacks                     | 90@40% |
| Lace Tacks                     | 90@40% |
| Trimmers' Tacks                | 90@20% |
| Looking Glass Tacks            | 65%    |
| Hill Posters' & Railroad Tacks | 30@45% |
| Hungarian Nails                | 70@30% |
| Finishing Nails                | 70@30% |
| Trunk and Clout Nails          | 80%    |

| NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10% is given on light weights. |  |
|--------------------------------------------------------------------------------------------------------------------------------------|--|
|--------------------------------------------------------------------------------------------------------------------------------------|--|

| MISCELLANEOUS—          |        |
|-------------------------|--------|
| Double Point, in dozens | 80@85% |

| Tack Pullers                   |        |
|--------------------------------|--------|
| Columbia, No. 1, 1/2 doz., net | \$5.00 |
| Little Jack, 1/2 doz., net     | 1.00   |

| Tapes, Measuring            |            |
|-----------------------------|------------|
| Eddy's                      |            |
| American Ases' skin         | 40@100@50% |
| Leather Case                | 25@25.10%  |
| Star steel                  | 40@40.10%  |
| Chestermans                 | 30@50@25%  |
| Keuffel & Esser Co.         | 25@25.50%  |
| "Favorite" Ass skin         | 40@100@50% |
| "Favorite" Duck & Leather   | 25@25.10%  |
| Metallic steel, lower list  | 35@35.50%  |
| Pocket                      | 35@35.10%  |
| Larkin's steel and metallic | 30@35.10%  |

| Tap Borers       |  |
|------------------|--|
| See Borers, Tap. |  |

| Tap Wrench             |            |
|------------------------|------------|
| American Screw Co.     |            |
| Machine screw          | 70%        |
| Holroyd & Co's:        |            |
| Blacksmiths            | 60@10%     |
| Machine screw          | 75@100@30% |
| Machinists' Hand:      |            |
| 1-16 to 1 1/2 in. inc. | 65@10%     |
| 1 1/2 to 2 in. inc.    | 60@100@5%  |
| 2 1/2 to 3 in. inc.    | 35@10%     |
| 3 1/2 to 4 in. inc.    | 20%        |
| Pipe, 1/2 to 1 1/2 in. | 30@30%     |
| Pipe, 2 to 3 in.       | 30@15%     |
| Pipe, 3 1/2 and 4 in.  | 35@15%     |

| Thumb Latches |  |
|---------------|--|
| See Handles.  |  |

| Ties, Wall and Veneer           |        |
|---------------------------------|--------|
| The Metal Stamping Co., Niagara | 30@10% |

| Tinware                                  |  |
|------------------------------------------|--|
| Stamped, Japanned and Plated, net prices |  |

| Tire Bolts |  |
|------------|--|
| See Bolts. |  |

| Timber Scribes |     |
|----------------|-----|
| Bemis & Call's | 30% |

| Tobacco Cutters        |        |
|------------------------|--------|
| National Specialty Co. | 40%    |
| Enterprise Mfg. Co.    | 25@30% |

| Toilet Clippers |  |
|-----------------|--|
| See Clippers.   |  |

| Trace Holders             |            |
|---------------------------|------------|
| Fernald's, 1/2 doz. pairs | net \$1.25 |

| Trammel Points                 |        |
|--------------------------------|--------|
| C. E. Jennings & Co., "Eureka" | 35%    |
| Diston's                       | 60@10% |
| Sargent's                      | 40@10% |
| Stanley's                      | 45%    |

| Transom Lifters                                      |            |
|------------------------------------------------------|------------|
| Payson's solid grip, Nos. 648 and 644, 1/2 doz., net | \$3.00     |
| Payson's                                             |            |
| Balance, Iron list                                   | 70@100@10% |

| Traps    |                                    |
|----------|------------------------------------|
| FLY—     |                                    |
| Ballroom | 1/2 doz. \$1.25, 1/2 gro., \$12.00 |
| Globe    | 1.25, " " 12.00                    |
| Harper   | 1.40, " " 12.50                    |

| GAME—               |           |
|---------------------|-----------|
| Enterprise Mfg. Co. | 15@10%    |
| Hawley & Norton     | 65%       |
| Newhouse            | 45@45.50% |
| Victor              | 70@10%    |

| MOUSE AND RAT—                            |                          |
|-------------------------------------------|--------------------------|
| Hutchins                                  |                          |
| Metallic Mouse                            | 50%                      |
| Improved Rat                              | 50%                      |
| New Rat                                   | 50%                      |
| Mouse, round wire, 1/2 doz., \$1.00       | 10%                      |
| Mouse, wood, choker, 1/2 doz. holes       | 13c                      |
| Marty French rat & mouse traps (Genuine): |                          |
| No. 1, Rat, 1/2 doz.                      | \$12.50                  |
| No. 2, Rat, 1/2 doz.                      | \$6.50; case of 50, 5.75 |
| No. 3, Rat, 1/2 doz.                      | \$5.25; case of 72, 4.70 |
| No. 4, Mouse, 1/2 doz.                    | \$2.55; " " 150, 3.00    |
| No. 5, " " " "                            | 150, 2.55                |
| Smith & Ego Mfg. Co.                      | 1/2 doz. \$15.00         |
| Superior Rat Trap                         | 5.40                     |
| Yankee Mouse Trap                         | 5.40                     |
| Yankee Rat Trap                           | 11.00                    |

| Trousers Hangers        |        |
|-------------------------|--------|
| Fullman No. 1, 1/2 gro. | \$4.00 |
| " " " "                 | 34.00  |

| Trowels, Mechanics                  |        |
|-------------------------------------|--------|
| Brade's Brick                       | 30%    |
| Diston's                            |        |
| Brick and Pointing                  | 25%    |
| Plastering                          | 30%    |
| "Standard Brand" and Garden         | 30%    |
| C. E. Jennings & Co.                |        |
| Brick                               | 30%    |
| Plastering                          | 30%    |
| Pointing                            | 30%    |
| W. & McJ. Plastering                | 25%    |
| "Rose" Brick, Plastering & Moulding | 35@55% |

| Trowels, Garden                |        |
|--------------------------------|--------|
| Kohler's                       |        |
| Mal. Hdl. Jap., 1/2 gross, net | \$4.80 |
| " " Tinned, 1/2 gross, net     | 6.00   |
| Wood Hdl., 1/2 gross, net      | 4.20   |
| Diston's                       | 30%    |
| Avery's, net 1/2 gro.          | \$5.00 |

| Vegetable Slicers   |     |
|---------------------|-----|
| Enterprise Mfg. Co. | 25% |

| Ventilating Sash Locks |         |
|------------------------|---------|
| Ives Patent            | 55%     |
| Robinson's Patent      | 35 1/2% |

|                           |     |
|---------------------------|-----|
| <b>Trowels, Mechanics</b> |     |
| Brade's Brick.....        | 80% |



# HARDWARE BUYERS' DIRECTORY

## CLASSIFIED LIST OF ADVERTISERS

**Abrasives**

Pike Mfg. Co., Pike, N. H.  
Tanite Co., Stroudsburg, Pa.

**Adzes**

Peck Edge Tool Co., Cohoes, N. Y.

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American Fork & Hoe Co., Cleveland, O.

**"Always Sharp" Calks**

Always Sharp Calk Mfg. Co., Jersey City, N. J.

**Animal Pokes**

American Fork & Hoe Co., Cleveland, O.

**Anti-Friction Metal**

Magnolia Metal Co., New York

**Anvils**

Alfred Field & Co., New York

**Arbor Presses**

Chandler & Farquhar, Boston

**"Atlantic" Tin Ware**

Atlantic Stamping Co., Rochester, N. Y.

**Augers and Auger Bits**

C. E. Jennings & Co., New York

**Automatic Shears and Scissors**

Davies Automatic Shear Co., New York.

**Automobiles**

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Axes**

Peck Edge Tool Co., Cohoes, N. Y.

**Axle Grease**

Fraser Lubricator Co., New York.  
Snowflake Axle Grease Co., Fitchburg, Mass.

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Snowflake Axle Grease Co., Fitchburg, Mass.

**Babbitt Metal**

Magnolia Metal Co., New York

**Bank Locks**

The Yale & Towne Mfg. Co., New York.

**Barb Wire**

Fuller Bros. & Co., New York

**Barn Paints**

Geo. W. Pitkin Co., Chicago, Ill.

**Bath Room Accessories**

Forsyth Mfg. Co., Buffalo, N. Y.

**Bearing Metal**

Magnolia Metal Co., New York

**Beef Shavers**

Enterprise Mfg. Co. of Pa., Phila.

**Beet Forks**

American Fork & Hoe Co., Cleveland, O.

**Beet Hoes**

American Fork & Hoe Co., Cleveland, O.

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**Belt Dressing**

Joe. Dixon Crucible Co., Jersey City, N. J.

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Chandler & Farquhar, Boston

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Ames Sword Co., Chicopee, Mass.  
Voorhees Rubber Mfg. Co., Jersey City, N. J.

**Bench Shears**

Chandler & Farquhar, Boston

**Bicycles**

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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American Bolt and Screw Case Co., Dayton, Ohio.

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Columbus Bolt Works, Columbus, O.

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Cary Mfg. Co., New York

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Piqua Bracket Co., Piqua, Ohio

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Schwerdtle Stamp Co., Bridgeport, Conn

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Atlantic Stamping Co., Rochester, N. Y.

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Champion Safety Lock Co., Geneva, O.  
Hobart B. Ives Co., New Haven, Conn.  
Taylor & Boggis Foundry Co., Cleveland, O.  
The Yale & Towne Mfg. Co., New York

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John Chatillon & Sons, New York  
Wilkinson Shear & Cutlery Co., Reading, Pa.

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Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

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Bommer Bros., Brooklyn, N. Y.  
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The Yale & Towne Mfg. Co., New York.

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C. E. Jennings & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
L. S. Starrett Co., Athol, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Calks**

Always Sharp Calk Mfg. Co., Jersey City, N. J.

**Can Openers**

W. G. Browne Mfg. Co., Kingston, N. Y.  
Ellis Mfg. Co., Milldale, Conn.  
A. F. Meiselbach & Bro., Newark, N. J.

**Car Movers**

Walter A. Zelnicker Supply Co., St. Louis, Mo.

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Baker-McMillen Co., Akron, Ohio.

**Carpenters' Pencils**

Joe. Dixon Crucible Co., Jersey City, N. J.

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Columbus Bolt Works, Columbus, O.

**Carriage Top Dressing**

Frank Miller Co., New York

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U. S. Clothes Pin Co., Montpelier, Vt.

**Carriers, Hay**

F. E. Myers & Bro., Ashland, O.

**Casters**

Faultless Caster Co., Nebraska City, Neb

**Chains**

Covert Mfg. Co., Troy, N. Y.  
Alfred Field & Co., New York  
Fuller Bros., New York  
Onelda Community, Onelda, N. Y.

**Chain Blocks**

The Yale & Towne Mfg. Co., New York.

**Chains, Cow**

Covert Mfg. Co., Troy, N. Y.  
Onelda Community, Onelda, N. Y.

**Chains, Halter**

Onelda Community, Ltd., Onelda, N. Y.

**Chains, Sash**

Onelda Community, Onelda, N. Y.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Chair Seats**

Eureka Chair Seat Co., Syracuse, N. Y.

**Checks, Brass**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Cherry Stoners**

Enterprise Mfg. Co. of Pa., Phila.

**Chisels, Firmer**

Alfred Field & Co., New York  
C. E. Jennings & Co., New York

**Clamps**

North Bros. Mfg. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Cleavers**

John Chatillon & Sons, New York

**Clippers**

Coates Clipper Mfg. Co., Worcester, Mass.

**Clippers, Horse and Barbers'**

American Shearer Mfg. Co., Naahua, N. H.  
Alfred Field & Co., New York

**Clothes Pins**

U. S. Clothes Pin Co., Montpelier, Vt.

**Closet Pulls**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Coach Oil**

Snowflake Axle Grease Co., Fitchburg, Mass.

**Coat, Hat and Ceiling Hooks**

Parker Wire Goods Co., Worcester, Mass.

**Coffee and Spice Mills**

Enterprise Mfg. Co. of Pa., Phila, Pa.  
Lane Brothers Co., Poughkeepsie, N. Y.

**Combination Squares**

A. W. Hight, Toledo, O.

**Conductor Pipe**

Am'can Steel Roofing Co., Middletown, Ohio.

**Cooking Utensils (Never Break)**

Avery Stamping Co., Cleveland, Ohio.

**Cork Pullers**

Enterprise Mfg. Co. of Phila., Pa.  
Erie Specialty Co., Erie, Pa.

**Corkscrews**

Erie Specialty Co., Erie, Pa.  
Alfred Field & Co., New York

**Corn Knives**

Wilkinson Shear & Cutlery Co., Reading, Pa.

**Corundum Wheels**

Pike Mfg. Co., Pike, N. H.

**Counterfeit Detectors**

Pelouze Scale & Mfg. Co., Chicago

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C. E. Jennings & Co., New York

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Joe. Dixon Crucible Co., Jersey City, N. J.  
Walter A. Zelnicker Supply Co., St. Louis, Mo.

**Creamery Tin Ware**

Atlantic Stamping Co., Rochester, N. Y.

**Cupboard Catches**

Champion Safety Lock Co., Geneva, O.

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Champion Safety Lock Co., Geneva, O.

**Curled Hair**

Baeder, Adamson & Co., N. Y., Phila.  
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**Cutlery**

Davies Automatic Shear Co., New York  
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**Cutlery Machinery**

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Cutlery, Pocket**

John Chatillon & Sons Co., New York  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Joe. Rodgers & Sons, Sheffield, England

**Cutlery, Table**

Alfred Field & Co., New York  
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.  
Joe. Rodgers & Sons, Sheffield, England

**Cut Nails**

Fuller Bros. & Co., New York

**Cutters, Rod**

Belden Machine Co., New Haven, Conn  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Cutters, Wire**

Cronk & Carrier Mfg. Co., Elmira, N. Y.

**Cutting Pliers**

Cronk & Carrier Mfg. Co., Elmira, N. Y.

**Dampers**

Taylor & Boggis Foundry Co., Cleve., O.

**Diamond Tools**

The Tanite Co., Stroudsburg, Pa.

**Dies, Steel**

Schwerdtle Stamp Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

**Display Racks**

Piqua Bracket Co., Piqua, Ohio.

**Dogs Collars and Muzzles**

Alfred Field & Co., New York

**Door Check and Spring (Blount)**

The Yale & Towne Mfg. Co., New York.

**Door Checks and Springs**

Caldwell Mfg. Co., Rochester, N. Y.

**Door Holders**

Caldwell Mfg. Co., Rochester, N. Y.

**Door Pulls**

Parker Wire Goods Co., Worcester, Mass.

**Draught Springs**

Beecher Draught Spring Co., New Haven, Conn.

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**Drills, Bench**

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(See Twist Drills)

**Drills, Brick and Stone**

Star Expansion Bolt Co., New York.

**Drop Presses**

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Dumb Walters**

Kimball Bros. Co., Council Bluffs, Iowa



**Ears, Knobs and Handles**

Berger Bros. Mfg. Co., Philadelphia, Pa.

**Edge Tools**

Peck Edge Tool Co., Cohoes, N. Y.

**Egg Beaters**W. G. Browne Mfg. Co., Kingston, N. Y.  
Holt-Lyon Co., Tarrytown, N. Y.**Electric Cooking and Heating Apparatus**

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Boston and Chicago**Emery Glue**

The Tanite Co., Stroudsburg, Pa.

**Emery Paper and Cloth**

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The A. Rosenberg Co., Baltimore, Md.**Farm Fencing**New Jersey Wire Cloth Co., Trenton  
and New York**Farming Tools**

Am. Fork &amp; Hoe Co., Cleveland, O.

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Ohio Structural Iron Co., Sandusky, O.  
Van Dorn Iron Works Co., Cleveland, O.**Files**G. & H. Barnett Co., Philadelphia  
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Alfred Field & Co., New York  
Nicholson File Co., Providence, R. I.**Filters**Buffalo Mfg. Co., Buffalo, N. Y.  
Champion Safety Lock Co., Geneva, O.  
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N. A. Watson, Erie, Pa.**Fire Arms**Alfred Field & Co. New York  
Harrington & Richardson Arms Co.,  
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Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee  
Falls, Mass.**Fire Escapes**

Ohio Structural Iron Co., Sandusky, O.

**Fishing Reels**

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**Fishing Tackle**Clark, Horrocks Co., Utica, N. Y.  
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Baeder &amp; Adamson Co., Phila. and N. Y.

**Floor Plates**American Tube and Stamping Co.,  
Bridgeport, Conn.**Food Choppers**

Enterprise Mfg. Co. of Pa., Philadelphia

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Co., Waterbury, Conn.**Forgings, Carriage**

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**Fruit Jar Wrenches**

Champion Safety Lock Co., Geneva, O.

**Fruit Presses**

Enterprise Mfg. Co. of Pa., Philadelphia

**Furnace Shovels**

Geneva Tool Co., Geneva, Ohio

**Fry-Pan Lids and Pot Covers**

Kitchen Specialty Mfg. Co., Reading, Pa.

**Galvanized Hoops, Bars & Bands**

Harold McCalla, Philadelphia, Pa.

**Galvanized Wire**

Fuller Bros. &amp; Co., New York

**Galvanized Ware**

Atlantic Stamping Co., Rochester, N. Y.

**Garden Hose**Voorhees Rubber Mfg. Co., Jersey City,  
N. J.**Garbage Cans**

Atlantic Stamping Co., Rochester, N. Y.

**Garden Rakes—Steel**Am. Fork & Hoe Co., Cleveland, O.  
Cronk & Carrier Mfg. Co., Elmira, N. Y.**Garden Tools**Alfred Field & Co., New York  
Am. Fork & Hoe Co., Cleveland, O.**Garden Trowels (Never Break)**

Avery Stamping Co., Cleveland, Ohio.

**Garnet Paper**

Baeder &amp; Adamson Co., Phila. and N. Y.

**Gas Cooking Ranges**

Albany Foundry Co., Albany, N. Y.

**Gas Heaters**

Albany Foundry Co., Albany, N. Y.

**Gas Industrial Appliances**

Albany Foundry Co., Albany, N. Y.

**Gas Machines and Mixers**

C. M. Kemp Mfg. Co., Baltimore, Md.

**Gas Pliers**

Cronk &amp; Carrier Mfg. Co., Elmira, N. Y.

**Gas Ranges**

Albany Foundry Co., Albany, N. Y.

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Walworth Mfg. Co., Boston, Mass.**Gas Stoves**Taylor & Boggis Foundry Co., Cleve-  
land, O.**Gauges, Butt**

Stanley Rule and Level Co., New York

**Gimlets**

C. E. Jennings &amp; Co., New York.

**Glass Cutters**

W. L. Barrett, Bristol, Conn.

**Glue**Baeder, Adamson & Co., N. Y., Phila.,  
Boston and Chicago**Gongs**

Frank Mossberg Co., Attleboro, Mass.

**Government Contracts**U. S. Government Advertiser, Wash-  
ington, D. C.**Grain Cradles**

Am. Fork &amp; Hoe Co., Cleveland, O.

**Grain and Barley Forks**

Am. Fork &amp; Hoe Co., Cleveland, O.

**Graphite**

Joe Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks**Am. Fork & Hoe Co., Cleveland, O.  
Wilkinson Shear & Cutlery Co., Read-  
ing, Pa.**Grass Shears**Wilkinson Shear & Cutlery Co., Read-  
ing, Pa.**Grinding Machines**

The Tanite Co., Stroudsburg, Pa.

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Henry Disston &amp; Sons, Phila., Pa.

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Harrington & Richardson Co., Worcester  
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J. Stevens Arms & Tool Co., Chicopee  
Falls, Mass.  
Trout Hardware Co., Chicago, Ill.**Hack Saw Blades, Sterling**Diamond Saw & Stamping Works, Buf-  
falo, N. Y.**Hack Saw Frames**Diamond Saw & Stamping Works, Buf-  
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Conn.**Hair Felting**Baeder, Adamson & Co., N. Y., Phila.,  
Boston and Chicago**Halter Chains**

Covert Mfg. Co., Troy, N. Y.

**Halters, Web and Rope**

Covert Mfg. Co., Troy, N. Y.

**Hammers**Henry Cheney Hammer Co., Little  
Falls, N. Y.  
Stanley Rule & Level Co., New York**Hammers, Adz-Eye**Henry Cheney Hammer Co., Little Falls,  
New York**Hand and Foot Power Grinders**

Royal Mfg. Co., Lancaster, Pa.

**Handles**Walter A. Zelnicker Supply Co., St.  
Louis, Mo.**Handles, Tool**

Berger Bros. Co., Philadelphia

**Hangers, Barn Door**Cronk & Carrier Mfg. Co., Elmira  
McKinney Mfg. Co., Allegheny, Pa.**Hangers, Coat and Hat**

Cronk &amp; Carrier Mfg. Co., Elmira, N. Y.

**Hangers, Joist and Wall**

Van Dorn Iron Works, Cleveland, O.

**Hangers, Parlor Door**

Lane Bros. Co., Poughkeepsie, N. Y.

**Hangers, Pipe**Berger Bros. Co., Philadelphia.  
Walworth Mfg. Co., Boston, Mass.**Hardware Jobbers**Kelley-How-Thomson Co., Duluth, Minn.  
Trout Hardware Co., Chicago, Ill.**Hardware Mfrs' Agents, Etc.**

Robert Murray, New York

**Hardware Specialties**Enterprise Mfg. Co. of Pa., Phila.  
Alfred Field & Co., New York  
Forsyth Mfg. Co., Buffalo, N. Y.  
H. H. Ives Co., New Haven, Conn.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Robert Murray, New York  
Parker Wire Goods Co., Worcester, Mass.  
Taylor & Boggis Foundry Co., Cleve-  
land, O.**Harness Dressing**

Frank Miller Co., New York, N. Y.

**Harness Snaps**

Covert Mfg. Co., Troy, N. Y.

**Hatchets**

Peck Edge Tool Co., Cohoes, N. Y.

**Hasps and Staples**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools**

F. E. Myers &amp; Bro., Ashland, Ohio

**Hay Forks**

Am. Fork &amp; Hoe Co., Cleveland, O.

**Hay Racks**

Ohio Structural Iron Co., Sandusky, O.

**Hedge Shears**Wilkinson Shear & Cutlery Co., Read-  
ing, Pa.**Hinges**Griffin Mfg. Co., Erie, Pa.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.**Hinges, Spring**Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago**Hitching Posts**

Ohio Structural Iron Co., Sandusky, O.

**Hoes**

American Fork &amp; Hoe Co., Cleveland, O.

**Hoisting Machinery**

Kimball Bros. Co., Council Bluffs, Ia.

**Hones, Razor**S. R. Droecker, New York.  
Alfred Field & Co., New York  
Pike Mfg. Co., Pike, N. H.**Hook Racks**

Udell Works, Indianapolis, Ind.

**Hooks**

Berger Bros. Co., Philadelphia

**Hooks, Folding, For Garments**

The Clift Co., Cleveland, Ohio.

**Horse and Cattle Ties**Covert Mfg. Co., Troy, New York  
Oneida Community, Ltd., Kenwood, N. Y.**Horse Clipping Machines**

Am. Shearer Mfg. Co., Nashua, N. H.

**Horse Nails**Capwell Horse Nail Co., Hartford, Conn.  
Standard Horse Nail Co., New Brighton,  
Pa.**Horse Raps**G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.**Horse Shears**Wilkinson Shear & Cutlery Co., Read-  
ing, Pa.**Hose (Fire)**Voorhees Rubber Mfg. Co., Jersey City,  
N. J.**Hose (Garden)**Voorhees Rubber Mfg. Co., Jersey City,  
N. J.**Hose Pipe**

F. E. Myers &amp; Bro., Ashland, Ohio

**Hose, Rubber**F. E. Myers & Bro., Ashland, Ohio  
Voorhees Rubber Mfg. Co., Jersey City  
N. J.**Household Specialties**

Forsyth Mfg. Co., Buffalo, N. Y.

**Household Tin Ware**

Atlantic Stamping Co., Rochester, N. Y.

**Ice Balances**John Chatillon & Sons, New York  
Pelouze Scale & Mfg. Co., Chicago**Ice Chisels**

John Chatillon &amp; Sons, New York

**Ice Cream Freezers**

North Bros., Mfg. Co., Philadelphia

**Ice Picks**John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York**Ice Tools**John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.**Importers**S. Gutterman & Co., Ltd., London and  
New York**Injectors**

N. A. Watson, Erie, Pa.

**Inclinometers**Russell-Kimball Mfg. Co., Dunkirk,  
N. Y.**Insect Exterminators**Hammond's Slug Shot Works, Fishkill-  
on-Hudson, N. Y.**Iron Enamel**Nickel Plate Stove Polish Co., Chicago  
Ill.**Iron and Steel**

Harold McCalla, Philadelphia, Pa.

**Iron Works**Enterprise Foundry & Fence Co.,  
Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.**Jack Chains**Smith & Esge Mfg. Co., Bridgeport,  
Conn.**Kerosene Furnaces**

Barthel Blow Lamp Co., Boston, Mass.

**Kitchen Cutlery**Lamson & Goodnow Mfg. Co., Shel-  
burne Falls, Mass.  
Wilkinson Shear & Cutlery Co., Read-  
ing, Pa.**Knife Sharpeners**Pike Mfg. Co., Pike, N. H.  
The Tanite Co., Stroudsburg, Pa.**Ladders, Folding**Berger Bros. Co., Philadelphia  
Udell Works, Indianapolis, Ind.**Ladders (Rolling)**

Bicycle Step Ladder Co., Chicago, Ill.

**Lard Presses**

Enterprise Mfg. Co. of Pa., Phila.

**Landing Nets, Ring, Staff**

A. F. Meisselbach &amp; Bro., Newark, N. J.

**Lawn Fences**Enterprise Foundry & Fence Co.,  
Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.**Lawn Mowers**Coldwell Lawn Mower Co., Newburgh,  
New York  
Philadelphia Lawn Mower Co., Phila-  
delphia, Pa.**Lawn Mower Grinders**

Root Bros. Co., Plymouth, Ohio.

**Lawn Seats**

Ohio Structural Iron Co., Sandusky, O.



- Measuring Tapes**  
Alfred Field & Co., New York  
Keuffel & Esser, New York
- Meat Choppers**  
John Chatillon & Sons, New York  
Enterprise Mfg. Co. of Pa., Phila.  
John H. Graham & Co., N. Y.
- Meat Cutters**  
Enterprise Mfg. Co. of Pa., Phila.
- Metal Novelties**  
Frank Mossberg Co., Attleboro, Mass.
- Metal Shingles**  
Cortright Metal Roofing Co., Philadelphia.  
Montross Metal Shingle Co., Camden, N. J.
- Metal Ware**  
Pritchard-Strong Co., Rochester, N. Y.
- Metal Workers' Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Mills, Coffee and Spice**  
John Chatillon & Sons, N. Y.  
Enterprise Mfg. Co. of Pa., Phila.  
Lane Bros. Co., Poughkeepsie, N. Y.
- Mills, Drug**  
Enterprise Mfg. Co. of Pa., Phila.
- Mincing Knives**  
Enterprise Mfg. Co. of Pa., Phila.
- Molasses Gates**  
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Mops**  
Bay State Mop Co., Woburn, Mass.
- Mop Wringers**  
Lee Chair Co., Oneida, N. Y.
- Motor Cycles and Accessories**  
Thomas Auto-Bi Co., Buffalo, N. Y.
- Moulding Hooks**  
Forsyth Mfg. Co., Buffalo, N. Y.
- Mowing Machine Oilers**  
American Tube & Stamping Co., Bridgeport, Conn.
- Nail Pullers**  
Belden Machine Co., New Haven, Conn.
- Nails**  
Fuller Bros. & Co., N. Y.
- Nail Sets**  
C. E. Jennings & Co., N. Y.  
L. S. Starrett Co., Athol, Mass.
- Needles**  
Alfred Field & Co., New York
- Nippers**  
Alfred Field & Co., New York  
L. S. Starrett Co., Athol, Mass.
- Numbering Machines**  
Cushman & Denison, New York
- Nuts**  
Columbus Bolt Works, Columbus, O.
- Oilers**  
American Tube & Stamping Co., Bridgeport, Conn.  
Cushman & Denison, New York.
- Oil Cans**  
Atlantic Stamping Co., Rochester, N. Y.  
A. F. Meiselbach & Bro., Newark, N. J.
- Oil Stones**  
S. R. Droebscher, New York.  
Pike Mfg. Co., Pike, N. H.
- Oil Stoves**  
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Ornamental Iron Work**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.
- Ox Yoke and Bows**  
Am. Fork & Hoe Co., Cleveland, O.
- Packing Rubber**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Padlocks**  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
The Yale & Towne Mfg. Co., New York.
- Paints**  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Trout Hardware Co., Chicago, Ill.
- Paper Clips**  
Cushman & Denison, New York  
U. S. Clothes Pin Co., Montpelier, Vt.
- Patents**  
Davis & Davis, New York
- Pencils**  
Jos. Dixon Crucible Co., Jersey City, N. J.
- Photograph Clips**  
U. S. Clothes Pin Co., Montpelier, Vt.
- Pipe Cutters**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.
- Pipe Fittings**  
Walworth Mfg. Co., Boston, Mass.
- Pipe Straps**  
Berger Bros. Co., Philadelphia  
Walworth Mfg. Co., Boston, Mass.
- Pipe Threading Machines**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Pipe Vises**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Pipe Wrenches**  
Belden Machine Co., New Haven, Conn.
- Pipe, Wrought**  
Walworth Mfg. Co., Boston, Mass.
- Pistols**  
Harrington & Richardson Arms Co., Worcester, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Planes**  
C. E. Jennings & Co., New York  
Stanley Rule & Level Co., New York
- Plated Ware**  
Alfred Field & Co., New York
- Plates, Machinery**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Pliers, Fencing**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York
- Plumbers' Supplies**  
Berger Bros. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pocket Cutlery**  
John Chatillon & Sons, New York  
Alfred Field & Co., New York
- Polish, Stove**  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Nickel Plate Stove Polish Co., Chicago, Ill.
- Polishes, Liquid**  
Geo. W. Hoffman, Indianapolis, Ind. and New York
- Polishes, Paste**  
Geo. W. Hoffman, Indianapolis, Ind. and New York
- Polishing Pastes**  
The Tanite Co., Stroudsburg, Pa.
- Postal Scales**  
Pelouze Scale & Mfg. Co., Chicago, Ill.
- Post Office Lock Boxes**  
The Yale & Towne Mfg. Co., New York.
- Potato Hooks**  
Am. Fork & Hoe Co., Cleveland, O.
- Poultry Netting**  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
- Poultry Specialties**  
Keyes-Davis Co., Ltd., Battle Creek, Mich.
- Power Presses**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Pruning Shears**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Pulleys, Hoisting**  
F. E. Myers & Bro., Ashland, Ohio
- Pumps**  
F. E. Myers & Bro., Ashland, Ohio.
- Punches**  
Chandler & Farquhar, Boston
- Punches, Spring**  
Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Push Plates**  
Champion Safety Lock Co., Geneva, O.
- Rail, Barn Door**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Railroad Brasses**  
Magnolia Metal Co., New York
- Raisin Seeders**  
Enterprise Mfg. Co. of Pa., Phila.
- Rakes**  
American Fork & Hoe Co., Cleveland, O.
- Ranges**  
Bonnet-Nance Stove Co., Chicago, Ill.
- Ratchet Stocks**  
C. M. Kemp Mfg. Co., Baltimore, Md.
- Razors**  
Alfred Field & Co., New York  
Jos. Rodgers & Sons, New York and Sheffield, England
- Razor Grindstones**  
Pike Mfg. Co., Pike, N. H.
- Razors, Safety**  
Gillette Sales Co., New York, N. Y.
- Reamers**  
C. E. Jennings & Co., New York
- Reels, Rope**  
Udell Works, Indianapolis, Ind.
- Registers, Warm Air**  
Berger Bros. Co. Philadelphia
- Removable Calks**  
Always Sharp Calk Mfg. Co., Jersey City, N. J.
- Revolvers**  
Harrington & Richardson Arms Co., Worcester, Mass.
- Rifles**  
Hamilton Rifle Co., Plymouth, Mich.  
Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Rivet Machinery**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Rivets**  
Berger Bros. Co., Philadelphia  
C. C. & E. P. Townsend, New Brighton, Pa.
- Roller Skates**  
M. C. Henley, Richmond, Ind.
- Roof Bolts**  
Columbus Bolt Works, Columbus, O.
- Roofing, Asbestos**  
Stowell Mfg. Co., Jersey City, N. J.
- Roofing Bracket**  
W. S. Griswold & Co., Springfield, Mass.
- Roofing, Gravel**  
Stowell Mfg. Co., Jersey City, N. J.
- Roofing and Roofers' Supplies**  
American Sheet & Tin Plate Co., Pittsburgh, Pa.  
Am. Steel Roofing Co., Middletown, O.  
Berger Bros. Co., Philadelphia  
Stowell Mfg. Co., Jersey City, N. J.
- Roof Rods**  
Columbus Bolt Works, Columbus, O.
- Rubber Cement, Elastic**  
Stowell Mfg. Co., Jersey City, N. J.
- Rug and Carpet Beaters**  
Holt-Lyon Co., Tarrytown, N. Y.
- Rules**  
Alfred Field & Co., New York  
Stanley Rule & Level Co., New York
- Rules, Steel**  
Keuffel & Esser, New York, N. Y.  
L. S. Starrett Co., Athol, Mass.
- Sad Irons**  
Enterprise Mfg. Co. of Pa., Phila.
- Sad Iron Handles**  
Enterprise Mfg. Co. of Pa., Phila., Pa.
- Safety Razors**  
Gillette Sales Co., New York.  
Perfection Razor Co., Brooklyn, N. Y.
- Sand and Emery Paper**  
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago
- Sanitary Stoneware**  
Fulper Pottery Co., Flemington, N. J.
- Sash Chains**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Sash Fasteners**  
Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.
- Sash Fixtures**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Sash Lifts**  
Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.
- Sash Locks**  
Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.
- Sausage Stuffers**  
Enterprise Mfg. Co. of Pa., Phila.
- Saws**  
Diamond Saw & Stamping Works, Buffalo, N. Y.  
Henry Diston & Sons, Phila., Pa.  
C. E. Jennings & Co., New York
- Saws, Butchers'**  
John Chatillon & Sons, New York
- Saw Gummars**  
Ajax Mfg. Co., Pittsburgh, Pa.
- Saw Sets**  
Alfred Field & Co., New York
- Saw Tools**  
C. E. Jennings & Co., New York
- Scales**  
American Cutlery Co., Chicago, Ill.  
John Chatillon & Sons, New York  
Pelouze Scale & Mfg. Co., Chicago.
- Scissors, Automatic**  
Davies Automatic Shear Co., New York.
- Screen Door Catches**  
Caldwell Mfg. Co., Rochester, N. Y.
- Screen Door Pulls**  
Champion Safety Lock Co., Geneva, O.
- Screwless Shears and Scissors**  
Davies Automatic Shear Co., New York.
- Screws**  
Robert Murray, New York
- Screw Drivers**  
C. E. Jennings & Co., New York  
North Bros. Mfg. Co., Philadelphia  
Stanley Rule & Level Co., New York
- Screw Eyes, Screw Hooks**  
Parker Wire Goods Co., Worcester, Mass.
- Screw Thread Rolling Machines**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Screw Plates**  
Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.
- Screw Presses**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Screw Wrenches**  
Bemis & Call Hardware & Tool Co., Springfield, Mass.
- Scythes and Grass Hooks**  
Alfred Field & Co., New York
- Scythe Rifles**  
Pike Mfg. Co., Pike, N. H.
- Scythe Snaths, Grass and Bush**  
American Fork & Hoe Co., Cleveland, O.
- Scythe Stones**  
Pike Mfg. Co., Pike, N. H.
- Seals**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Seed Sowers**  
Cyclone Seeder Co., Urbana, Ind.
- Self-Heating Flat Irons**  
Imperial Brass Mfg. Co., Chicago, Ill.
- Sharpening Machines**  
John Chatillon & Sons, New York
- Sharpening Stones**  
Pike Mfg. Co., Pike, N. H.
- Shears and Scissors**  
Alfred Field & Co., New York  
R. Heinisch's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York
- Sheep Shearing Machines**  
Am. Shearer Mfg. Co., Nashua, N. H.
- Sheep Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Shoe Holders**  
Coulter Mfg. Co., Philadelphia.
- Shoe Shiners**  
Piqua Bracket Co., Piqua, Ohio
- Shot Guns**  
Harrington & Richardson Arms & Tool Co., Worcester, Mass.  
Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Shovels, Spades and Scoops**  
Avery Stamping Co., Cleveland, Ohio.
- Sidewalk Cleaners ("Klondyke")**  
Avery Stamping Co., Cleveland, Ohio.
- Sink Brushes**  
Parker Wire Goods Co., Worcester, Mass.
- Skewers**  
John Chatillon & Sons, New York
- Slaters' Tools**  
Belden Machine Co., New Haven, Conn.
- Slaw Cutters**  
Enterprise Mfg. Co. of Pa., Phila.  
Henry Diston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York
- Snap Hose Coupling**  
Nelson & Morrison Mfg. Co., Peoria, Ill.



- Snow Shovels ("Alaska")**  
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Soapstone Foot Warmers**  
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**  
Pike Mfg. Co., Pike, N. H.
- Solder**  
Berger Bros. Co., Philadelphia
- Spark Plugs**  
National Sales Corporation, New York.
- Speaking Tubes**  
Berger Bros. Co., Philadelphia
- Special Machinery**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Spikes**  
Fuller Bros. & Co., New York
- Spiral Screw Drivers**  
North Bros. Mfg. Co., Phila., Pa.
- Spirit Levels**  
Bayer-McMillen Co., Akron, Ohio.
- Spoke Shaves**  
Alfred Field & Co., New York  
Stanley Rule & Level Co., New York
- Sporting Goods**  
Trout Hardware Co., Chicago, Ill.
- Spring Balances**  
John Chatillon & Sons, New York
- Spring Hinges**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago
- Springs, Draught**  
Beecher Draught Spring Co., New Haven, Conn.
- Springset Shears and Scissors**  
Davies Automatic Shear Co., New York.
- Springs, Wire**  
John Chatillon & Sons, New York
- Squares, Steel**  
Henry Diston & Sons, Inc., Phila., Pa.  
L. S. Starrett Co., Athol, Mass.
- Stable Fixtures**  
Ohio Structural Iron Co., Sandusky, O.
- Stamps, Steel**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Staple Pullers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Stay Rollers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Steam Cookers and Bakers**  
Ohio Cooker Co., Toledo, Ohio.  
Toledo Cooker Co., Toledo, O.
- Steamfitters' Supplies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Steam, Water and Gas Tools**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Steel**  
American Tube & Stamping Co., Bridgeport, Conn.
- Steel Belt Lacing**  
Bristol Co., Waterbury, Conn.
- Steel Hinges, Spring**  
Bommer Bros., Brooklyn, N. Y.
- Steel, Hoop and Band**  
Harold McCalla, Philadelphia, Pa.
- Steel Letters and Figures**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Steel Measuring Tapes**  
Kuffel & Enasser, New York  
L. S. Starrett Co., Athol, Mass.
- Steel Rules**  
L. S. Starrett Co., Athol, Mass.
- Steel Stamping**  
Frank Mossberg Co., Attleboro, Mass.
- Stencils**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Step Ladders (Rolling)**  
Bicycle Step Ladder Co., Chicago, Ill.
- Stocks and Dies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York
- Stove Lifters**  
Troy Nickel Works, Albany, N. Y.
- Stoves**  
Bonnet-Nance Stove Co., Chicago, Ill.
- Stove Trimmings**  
Troy Nickel Works, Albany, N. Y.
- Strapping Belts**  
Ames Sword Co., Chicopee, Mass.
- Strip Steel**  
West Leechburg Steel Co., Pittsburgh.
- Strops, Razor**  
Alfred Field & Co., New York
- Tables, Folding**  
Udell Works, Indianapolis, Ind.
- Tack Hammers**  
W. G. Browne Mfg. Co., Kingston, N. Y.
- Tackle Blocks**  
Boston & Lockport Block Co., Boston, Mass.
- Tack Pullers**  
W. G. Browne Mfg. Co., Kingston, N. Y.  
Ellis Mfg. Co., Milldale, Conn.
- Tailors' Shears**  
R. Heinisch's Sons Co., Newark, N. J.
- Talc Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Tape Measures**  
W. G. Browne Mfg. Co., Kingston, N. Y.
- Terne Plates**  
American Sheet & Tin Plate Co., Pittsburgh, Pa.
- Three-in-One Oil**  
George W. Cole Co., New York.
- Tin Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Tinners' and Roofers' Supplies**  
Berger Bros. Co., Philadelphia
- Tinners' Snips**  
R. Heinisch's Sons Co., Newark, N. J.
- Toggle Bolts**  
Star Expansion Bolt Co., New York.
- Toilet Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Tool Chests and Cabinets**  
Am. Tool Chest Co., New York, N. Y.  
C. E. Jennings & Co., New York
- Tools**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York  
C. E. Jennings & Co., New York  
North Bros. Mfg. Co., Philadelphia, Pa.  
Stanley Rule & Level Co., New York  
L. S. Starrett Co., Athol, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.  
Walworth Mfg. Co., Boston, Mass.
- Torches**  
Turner Brass Works, Chicago, Ill.
- Toys, Iron**  
Arcade Mfg. Co., Freeport, Ills.
- Tool Sharpeners**  
Royal Mfg. Co., Lancaster, Pa.
- Transom Chains**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Traps, Rat and Mouse**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Trouser and Skirt Hanger**  
Caldwell Mfg. Co., Rochester, N. Y.
- Trowels**  
Henry Diston & Sons, Philadelphia  
Alfred Field & Co., New York  
C. E. Jennings & Co., New York
- Trucks, Store**  
John Chatillon & Sons, New York
- Trunk and Suit Case Locks**  
The Yale & Towne Mfg. Co., New York.
- Tube Expanders**  
Ajax Mfg. Co., Pittsburgh, Pa.
- Tubes, Seamless Drawn**  
American Tube & Stamping Co., Bridgeport, Conn.
- Tubing**  
American Tube & Stamping Co., Bridgeport, Conn.
- Turnbuckles**  
Columbus Bolt Works, Columbus, O.
- Twist Drills**  
C. E. Jennings & Co., New York
- Valves, Pump**  
Berger Bros. Co., Philadelphia  
F. E. Myers & Bro., Ashland, Ohio
- Varnishes**  
Adams & Elting Co., Chicago, Ills.
- Ventilating Sash Locks**  
Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.
- Ventilators**  
Berger Bros. Co., Philadelphia
- Vises**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.
- Wagon Jacks**  
Covert Mfg. Co., Troy, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.
- Washers, Iron and Steel**  
Columbus Bolt Works, Columbus, O.
- Washing Machines**  
Blackstone Mfg. Co., Jamestown, N. Y.  
H. F. Brammer Mfg. Co., Davenport, Ia.  
Michigan Washing Machine Co., Muskegon, Mich.  
Standard Mfg. Co., Shelby, Ohio.  
White Lily Washer Co., Davenport, Ia.
- Wash Boilers**  
Atlantic Stamping Co., Rochester, N. Y.
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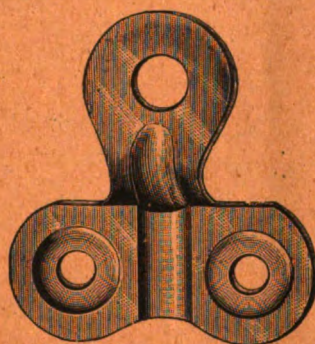
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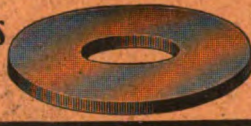
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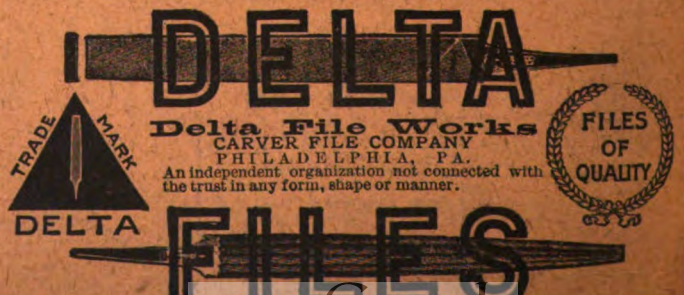
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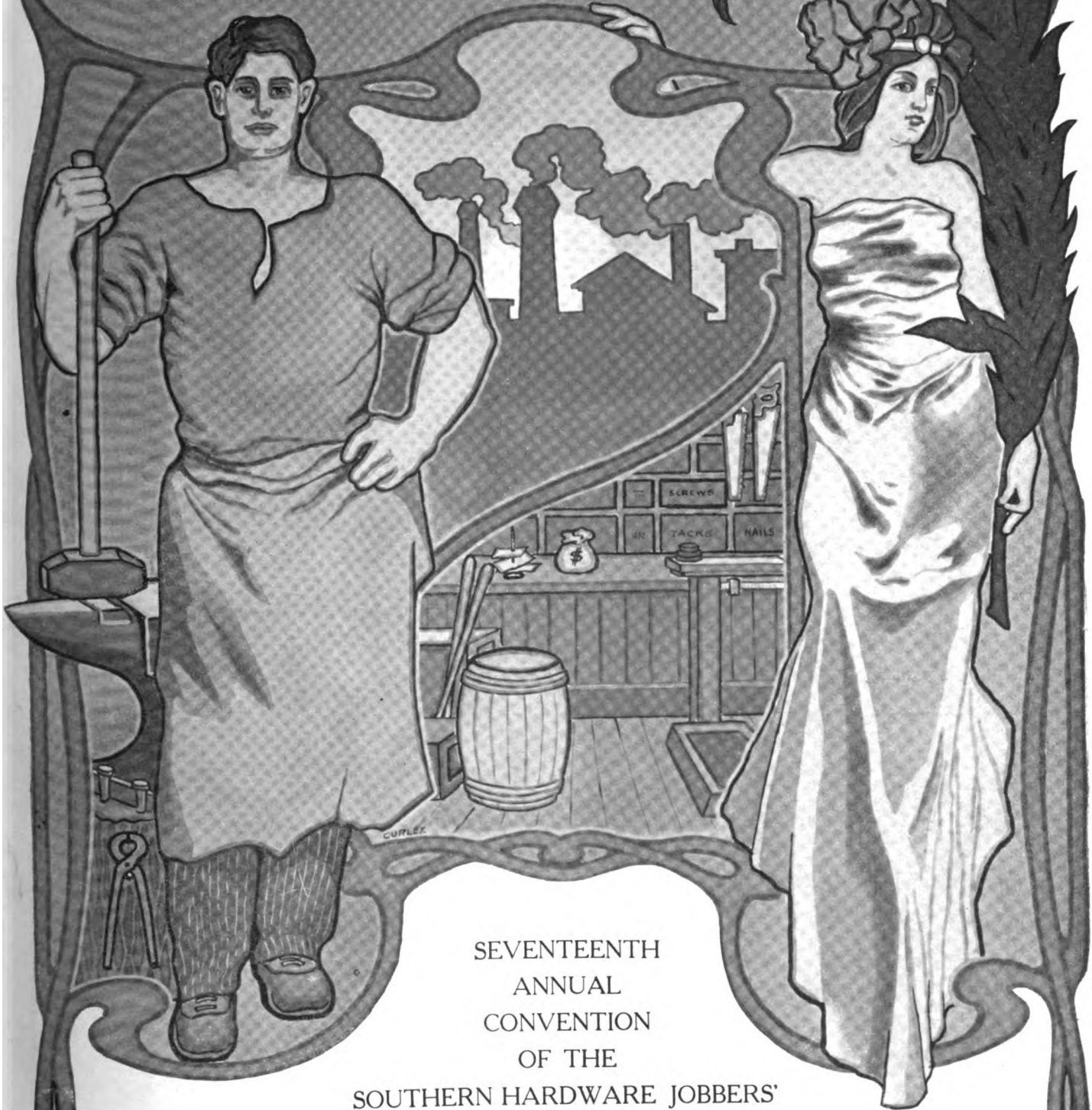
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RICHMOND, VA., JUNE 11, 12, 13, 14, 1907



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VOL. XXXV  
NO. 6

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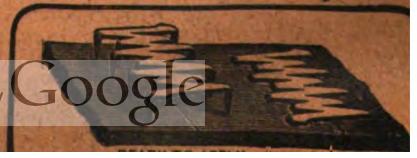
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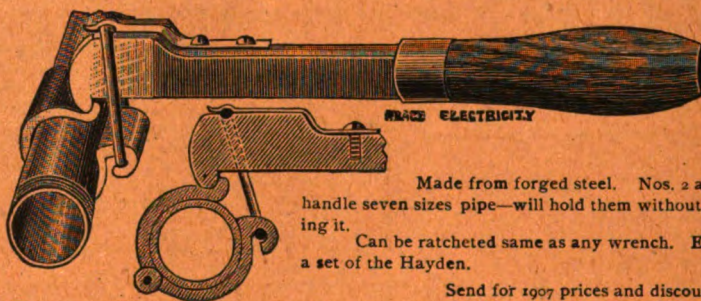
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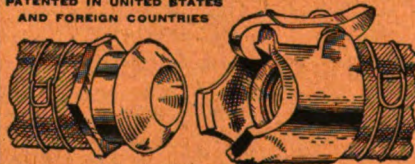
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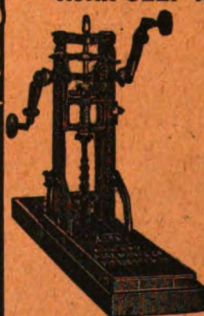
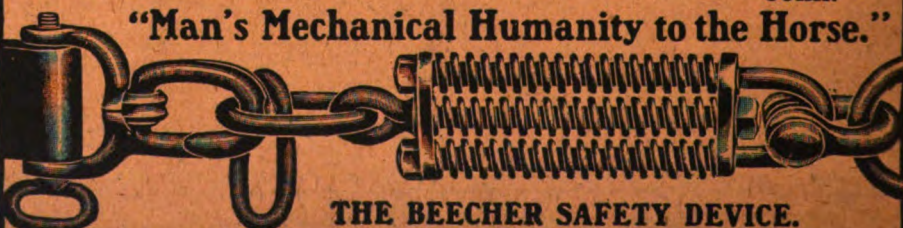
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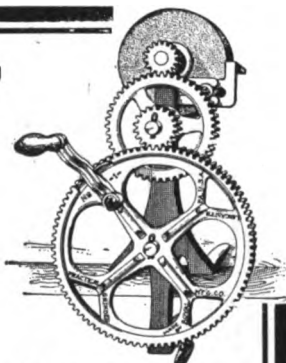


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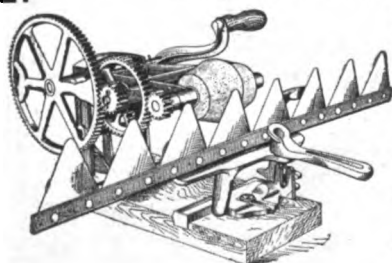
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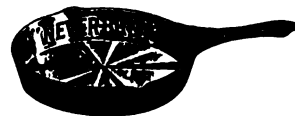


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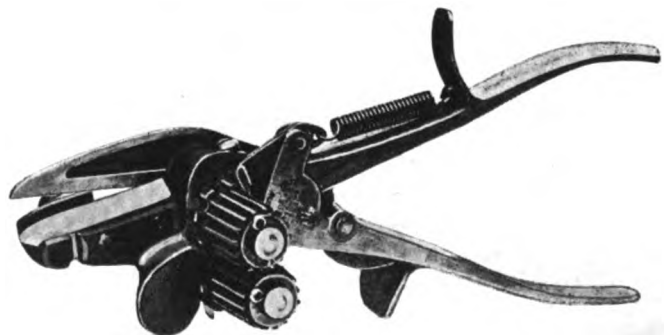
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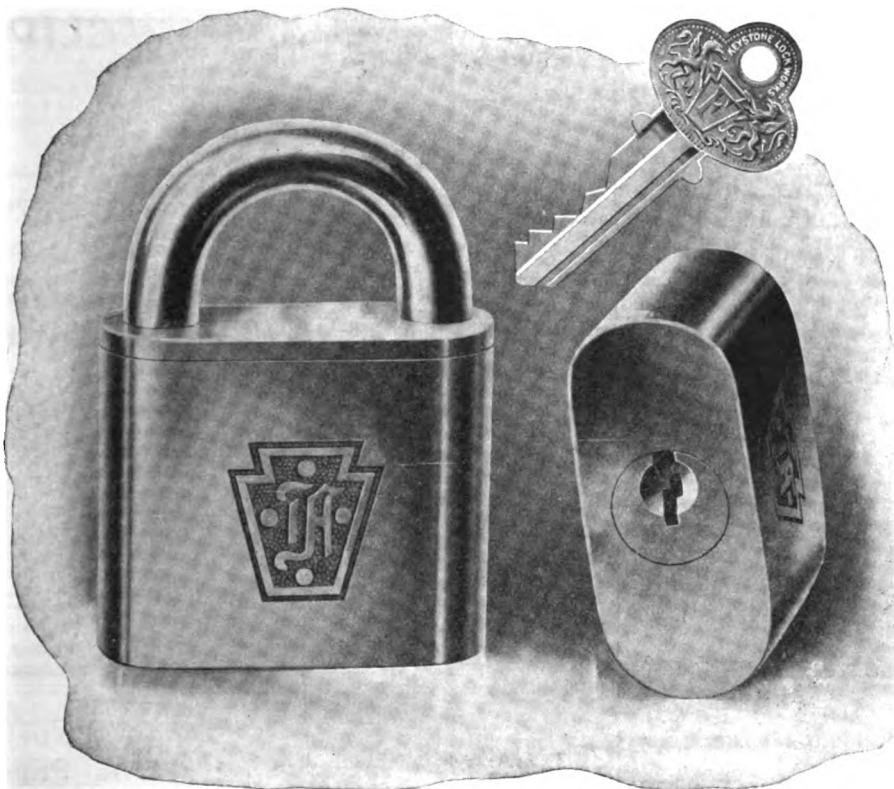


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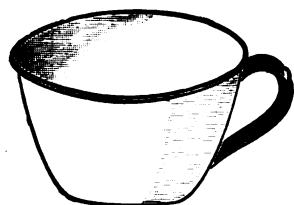
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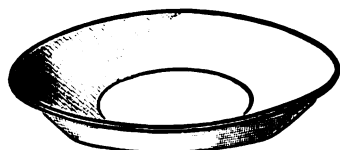
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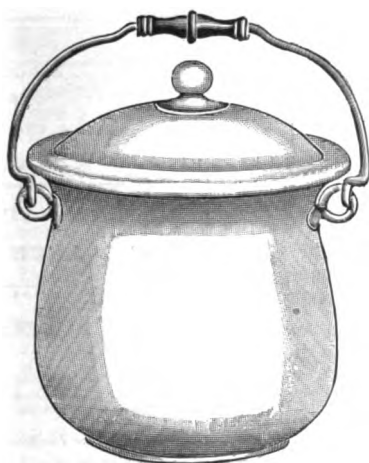
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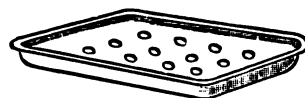
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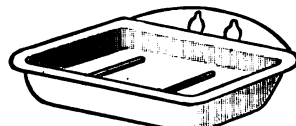
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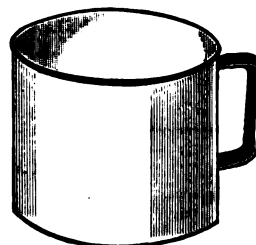
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143 Milk Street, Boston  
182 Lake Street, Chicago

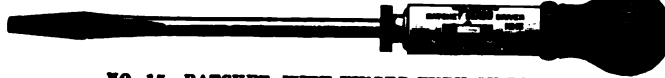
## "YANKEE" TOOLS ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask  
Your  
Jobber  
About  
Them.

Send for  
"Yankoo"  
Tool  
Book



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO. 20 AND 21—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

**NORTH BROS. MFG. CO.**

New York Agents, John H. Graham & Co., 113 Chambers Street, PHILADELPHIA, PA.

ESTABLISHED 1856.

## ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

### A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,  
JOSEPH GILLOTT & SONS,  
L. HUGONIOT TISSOT,  
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,  
THE IMPERIAL ENAMEL CO.,  
WEBSTER & HORSFALL,  
W. K. & C. PEACE,  
EDWARD GEM & CO.,

Best Cutlery in the World.  
Best Steel Pens in the World.  
Best Pliers, Nippers, &c., in the World.  
Best Sheep Shears in the World.  
Best Enamelled Signs in the World.  
Best Steel Wire in the World.  
Best Lawn Scythes and Grass Hooks.  
Hedge and Garden Shears.

## WAX WIRE

AN ENTIRELY NEW THING.

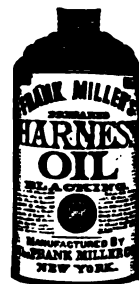
A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS,  
CHRISTIAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.



### HARNESS REQUISITES



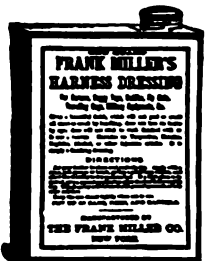
#### FRANK MILLER'S HARNESS OIL

Preserves and softens the Leather, consequently adds life. Compound with pure Neatsfoot Oil.

#### FRANK MILLER'S HARNESS DRESSING

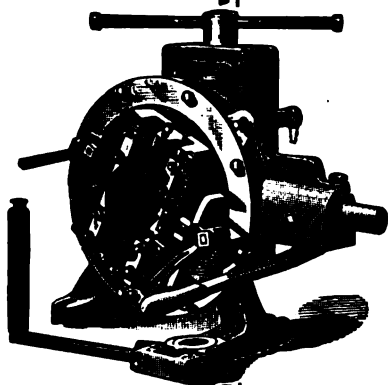
The very best article of its kind for owners and manufacturers of harness. Used all over the world.

**THE FRANK MILLER CO.**  
349 & 351 WEST 26TH STREET,  
NEW YORK



Send for Booklet.





## YOU CAN TAKE THE MACHINE TO THE WORK

and save almost any amount of time over cutting and threading pipe by hand with a cutter and stock.

Armstrong's Pipe Cutting and Threading Machines are light, strong, compact and portable in all sizes up to 4".

Interesting and complete catalogue free.

**THE ARMSTRONG MFG. CO.**  
Bridgeport, Conn.

Chicago Office: 23 South Water Street

**HAROLD McALLA**  
IRON AND STEEL  
Plain and Galvanized Bars, Hoops,  
Bands, Angles, Channels, Tees,  
Plates, Sheets, Wire, etc.  
444-446-448 FAIRMOUNT AVE.  
PHILA., PA.

**CLIMAX  
RATCHET  
STOCK**

(Pipe vise and pipe stock combined).

Cuts threads on pipe in ditches, under floors, in corners, overhead, etc. Works in any angle or any position. For solid or Armstrong dies. This is only one of the wonderful CLIMAX PLUMBERS' SPECIALTIES. Send for complete list.

**C. M. KEMP MFG. CO.**  
405-413 E. Oliver St., Baltimore, Md.



## ... THE ... WHITE ROSE IS WITHOUT A COMPETITOR

It is actually **BALL BEARING** and has proved the most phenomenal seller ever placed upon the market.

Write Today for  
**EXCLUSIVE AGENCY**  
**WHITE LILY MFG. CO.**  
Toledo, O. Davenport, Ia.



## LET THIS BE AN EYE OPENER

Your reputation of selling at the right price is at stake if you don't handle the

## "FLYER"

**THE BEST LEVER-ROTARY WASHER**

Our Price is Right, a Postal will fetch it.

**SOLD ON THE EXCLUSIVE AGENCY PLAN**

*Write to-day, to-morrow may be too late.*

**H. F. BRAMMER MFG. CO.**  
DAVENPORT, IOWA

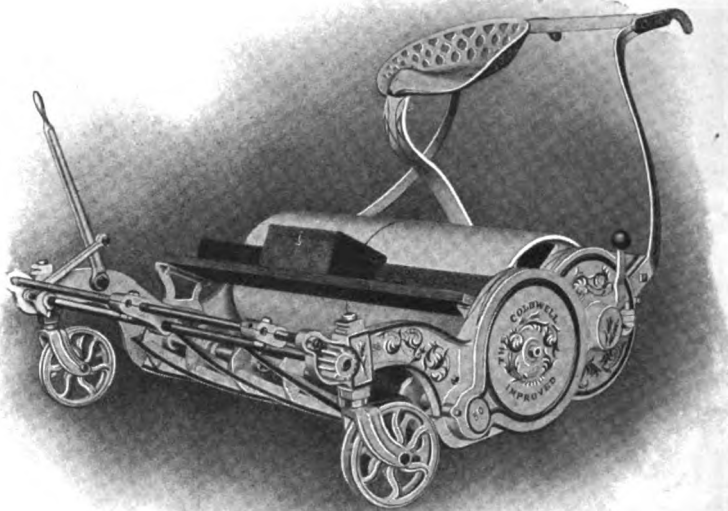


## Coldwell's Improved Horso Power Lawn Mowers

Are just the thing for expansive lawns — a ny - where.

They are made in Coldwell fashion — strong, durable, easy running and easy selling.

You should have our catalog. It describes our entire line of hand, horse and motor power mowers.



Are used exclusively by U. S. Government and in the Parks of Greater New York, Buffalo, Detroit and other large cities

**GOLDWELL LAWN MOWER CO., Newburgh, N. Y.**



### At the Head

Of all Axle Grease is the Frazer—the Old Reliable. It has greased all kinds and conditions of Axles for

### Half A Century

with uniform satisfaction to both dealer and user.

Don't make the mistake of ordering cheap stuff—the Best—Frazer—is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

**Frazer Axle Grease**

### WE ARE HEADQUARTERS FOR EVERYTHING IN HARDWARE

Including Cutlery, Sporting Goods, Guns, Etc.

### PAINT

We are sole distributors for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for: This we guarantee.

Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market to-day.

**TROUT HARDWARE CO.**

174-176-178 E. LAKE ST.

CHICAGO, ILLS.



# PARKER WIRE GOODS COMPANY

## SEND US YOUR ORDERS.

We have the Stock to fill them. We make over  
**4,000 Different Articles in Wire**

—a list so large it would fill several pages of this journal printed in the smallest type.

"Parker" Quality is a quality that does not sacrifice important details.

"Parker" designs in wire "get there" with the fewest possible twists or crevices to harbor dirt. They are direct in purpose and substantially made—the most approved and useful patterns known.

Parker Wire Goods will take good care of your trade.

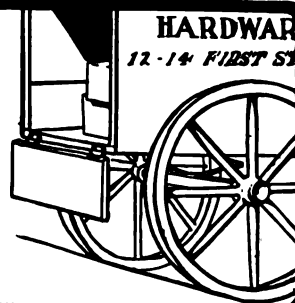
Let us forward you our catalogue.

**PARKER WIRE GOODS COMPANY**

1 ASSONET ST., WORCESTER, MASS.  
U. S. A.

HARDWARE

BL.



## GET BUSY

That is the one secret of success in the Hardware trade.  
The rapid sales and quick turning over of capital that

### A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill



The Gem Mop Head

**THE CRYSTAL COFFEE MILL** with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

#### THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

**THE JEWEL COFFEE MILL** with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

**THE RIGHT SPACE SPICE CABINET** is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

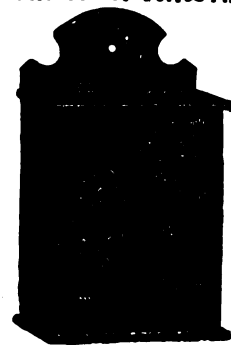
**ARCADE MANUFACTURING CO.**

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York,



The Jewel Coffee Mill



The Right Space Spice Cabinet

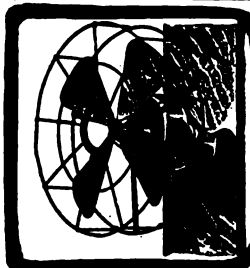
Please mention HARDWARE when writing to advertisers.



## HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge  
and Width and Fine Finish.

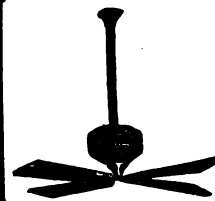
WEST LEECHBURG STEEL CO., Pittsburg, Pa.



### FANS

WATER FANS FOR DESK AND WALL ONLY  
ELECTRIC FANS FOR CEILING, DESK, WALL OR  
COLUMN, ANY VOLTAGE.  
ALSO WATER MOTORS AND BELT DRIVEN FANS

SEND FOR CATALOGUE AND PRICES TO  
D. L. BATES & BROTHER, Dayton, O.



## Cheney Machinists' Ball Pein Hammers



Recommend themselves to the trade because there's nothing cheap about  
them—not even the price. We make one kind only—THE BEST.

1-3 DOZ. IN EACH BOX.

Made of "Crucible Cast Steel." Fully finished and warranted. If you  
want the best value for your money, send for circular and discounts.

MENTION HARDWARE.

THE HENRY CHENEY HAMMER CO., Little Falls, N. Y., U. S. A.

THE HEATH HARDWARE CO., Monroe, N. C.

## SOLD

Several Car Loads of  
Cortright Metal Shingles

and made a good big profit during 1906. So did a number of  
others. Don't you want to join them in 1907?

Write for prices and particulars.

**Cortright Metal Roofing Co.**  
524 Walnut St.  
PHILADELPHIA, PA.



No Better Time  
No Better Place Even

TO BUY

## FISHING TACKLE

Send for Free Catalogue

**CLARK-HORROCKS CO.,**  
Utica, N. Y.

To be strong and durable the foundation must be solid. That's why



**MALLEABLE SHOD** Bar-  
rows stand the test. Do  
you sell them? If not, why?

Ask us for a catalogue.

**THE BRYAN MFG. CO.**  
BRYAN, OHIO, U. S. A.

Please mention **HARDWARE** when writing to advertisers.



# HERE'S AN IRRESISTIBLE MONEY-MAKING PROPOSITION FOR YOU

We do not doubt but that you're making money in the selling of paints. You should.

We presume that this is an important branch of your business—as it ought to be.

But we take it for granted that you are like most other ambitious merchants, **anxious to make MORE MONEY.**

Well this is just what we want to help you do. We **certainly can** do so! There's no doubt whatever about that.

We propose, not only to place you in a position to **MAKE MORE MONEY** this coming season in your Paint Department than **ever before in your entire business career**, but we intend, if you are ready to co-operate with us, to **greatly increase** your Paint business and build up a **bigger reputation** for you as a live, honest dealer at the same time!

How?

By methods which are worthy of your well directed efforts and aims: methods that are honest, clean, straight-forward and progressive as well. By methods of honest merchandising and powerful, direct, honest advertising of **you and your business**. By methods that will make you and your business more widely known and even more highly respected. By methods that will reflect credit and honor upon, and attract trade to, all other branches of your business.

If you desire to secure these benefits and are ready and willing to co-operate in a **live** manner with one of the Oldest and Largest Paint Manufacturers in the World Fill out the enclosed postal application card **at once** for special terms to agents and thus secure your enrollment as our Exclusive Local Agent. Don't delay! as the requests of progressive merchants to represent us and the demand for **our powerful advertising up-lift** is steadily increasing.

**HERE IS YOUR GOLDEN OPPORTUNITY, GRASP IT!!! Quick action is desirable.**



**100% PURE**

Monarch Paint, when first introduced on the market 25 years ago, was 100% pure. It has never varied in purity. It's a **class** of itself. A full 100 cents' worth for your dollar. **Sold subject to Chemical Analysis.** No mental reservations necessary when offering Monarch Paint to your customers.

With a **MONARCH PAINT** exclusive local agency, backed with our attractive, up-to-date, business-getting, customer-retaining line of advertising, it is easy sailing for our Exclusive Agents to obtain the best paint trade in their locality, that of the property owner, the man who wants "quality" and pays promptly, and **YOU** will **MAKE MORE MONEY** this coming season than ever before.

We circularize to a list of names and also follow up with personal letters and cards to names of parties whom the agent informs us are about to paint their buildings.

Our exclusive agency proposition will interest you. It's a **Bank Account Reputation** **Builder.**

Write us **now** for terms to agents, color cards, prices and particulars of our advertising campaign for the coming season.

Your inquiries shall have prompt attention.

## THAT'S THE CAN

### OUR WRITTEN GUARANTEE.

To the Dealer, Everywhere. Chicago, Ill.  
Dear Sir:

We hereby authorize you to guarantee Monarch Paint (except a few dark shades that cannot be prepared from pure lead and zinc alone), to be 100 per cent pure White Lead, pure Oxide of Zinc, pure Linseed Oil, pure Colors and Turpentine Dryer, and to be entirely free from adulteration or substitution, and sold subject to chemical analysis.

Yours very truly,

The MARTIN-SENOUR CO.

## OUR FLOOR PAINT PROPOSITION

Senour's Floor Paint is the "original" Floor Paint and is known as the **STANDARD**. Fills the pores of the wood, cracks and crevices of the floors, preventing dirt and disease germs from harboring in the floors. **It dries hard** over night with a high lustre. **Wears like iron.**



Our line of advertising is very attractive and up-to-date. We supply our customers with **50 beautiful booklets**, showing colors and giving an interesting history of Senour's Floor Paint; 25 (5x28 ins.) weatherproof fence signs in two colors; one handsome easel sign (12x18 ins.) in four colors, showing interior of an elegant drawing room, and with floor paint shades affixed; one two-color hanging sign and one large linen guarantee banner. We also take a list of one hundred names of the leading ladies of the locality, and mail **direct to them**, color card, bill file and other matter. The bill file is gotten up attractively and is invariably prized and utilized in a practical manner for placing the grocer's, butcher's, etc., bill on. As the floor paint shades are affixed to the bill file, and the Dealer's name and business imprinted, the bill file becomes a permanent reminder and trade retainer. We also imprint the agent's name and business on all color cards and mailing matter, thus advertising the agent's whole line.

**TRADE GETTING**

**TRADE RETAINING**

**The MARTIN-SENOUR CO.** (Formerly the **SENOUR MFG. CO.**)

**"PIONEERS OF PURE PAINTS"**

**CHICAGO and MONTREAL**



# "IDEAL"

## GAS ENGINE OIL

Is all its name implies.

It has just the right viscosity under maximum heat and pressure to maintain a film between piston and cylinder walls.

Its low, cold test gives minimum fluid friction.



Hardware

Flash test is just right for combustion of the surplus oil.

"Ideal" oil allows the engine its normal compression and maximum power, leaves no deposit on ports, valves or ignition devices.

Dealers should all carry the "Ideal" Oil.

**W. S. SHEPPARD**

21 Lawrence Street

NEWARK, N. J.

## *The* "AUTO - GRIP" Broom Holder



HARDWARE

### HAS A GRAVITY Grip

The Harder You Pull  
The Tighter It Holds

for the

CARPET SWEEPER  
BROOM  
WHISK-BROOM  
MOP-STICK

or anything with a plain handle.

The "Auto-Grip" grips  
as it ought to grip

A Broom Holder is a good suggestion for house cleaning time.

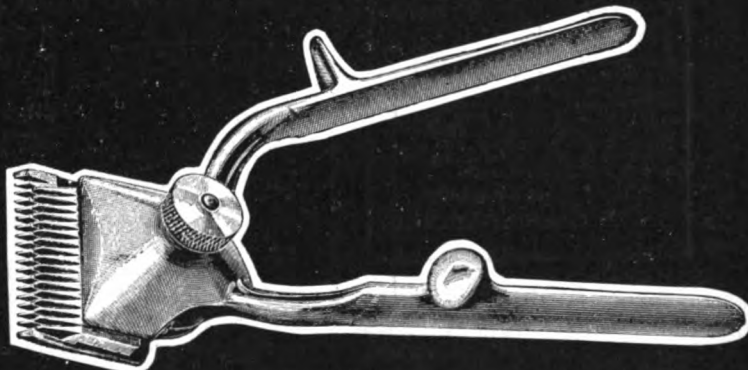
Did you ever see a Broom Holder that was any better or more ornamental than the "Auto-Grip?"

FREE SAMPLE mailed upon request. Also free samples for your salesmen with first order.

MADE BY

**AMERICAN INDUSTRIAL  
COMPANY**

18 East Division, Chicago



HARDWARE

BL.

## PRIEST'S CLIPPERS

The User Knows.

Their Quality Is Apparent to All.

CATALOGUE ON APPLICATION.

**AMERICAN SHEARER MFG. CO.**

315 MAIN STREET

NASHUA, N. H., U. S. A.

WIEBUSCH & HILGER, Lt'd., Selling Agents, 9-15 Murray Street, NEW YORK.





# Steel Kegs and Fire Insurance Rates

There are three good reasons why every hardware dealer, who stocks white lead, should always specify that it be packed in Steel Kegs.

**First: Steel Kegs are oil-tight.**

**Second: Steel Kegs are non-burnable.**

**Third: Steel Kegs Reduce Fire Hazard.**

Because steel kegs are oil-tight, prevent oil-soaked floors and shelves, and are non-burnable, they materially reduce your fire hazard. You are therefore entitled to a material reduction in your fire insurance rates. Because of these and other advantages

**"Always Specify Steel Kegs"**



**AMERICAN CAN COMPANY**  
New York Chicago San Francisco



Please mention **HARDWARE** when writing to advertisers.



## The Clear Mountain Torrent



# ROSE WATER COOLER

has nothing ahead of the

for purity and healthful, refreshing temperature of drinking water.

It is distinctly in advance of every other Cooler under the sun.

It never allows the ice to come in contact with the water, and has no secluded parts to contaminate the supply.

It is as sanitary as the glass pitcher on your own dining table.

It requires 50% less ice than any other Water Cooler.

It is extremely simple and stands hard usage.

The best Cooler for the home, office, hotel, school, store, public building or any other place where efficiency and good drinking water are in demand.

All of these things account for our large and constantly increasing business in the Rose Water Coolers.

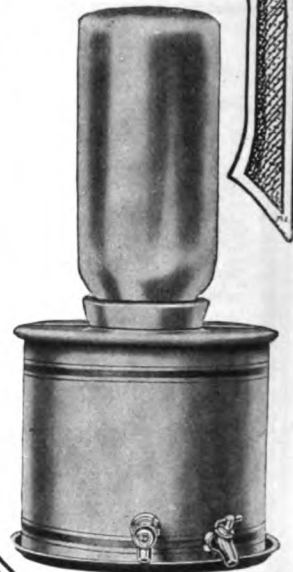
**OUR SPECIAL PROPOSITION FOR HARDWARE DEALERS  
CANNOT BE EXCELLED. WRITE FOR IT.**

**THE ROSE MANUFACTURING CO.**

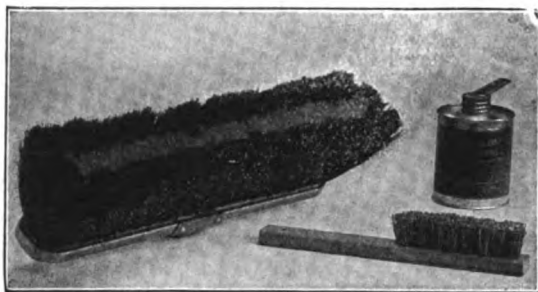
505-7-9-11-13 W. 50th St., New York City.

MODEL E  
Counter Cooler.

MODEL F  
Family Water Cooler.



## "THE WORLD'S ONLY" DUSTLESS FLOOR BRUSH



It is more than a mere brush—it is a positive collector of dirt and bacteria

### NOT LESS DUST, BUT NO DUST!

It does not stir up offensive dust and distribute it through the air like an ordinary broom or carpet sweeper, but it PICKS UP all particles of foreign substance and rolls them into little balls which are easily collected.

### SANITARY--DUSTLESS

No dusting necessary after sweeping. A healthful precaution for schools, churches and public buildings. Polishes hardwood floors. No odor. No backbreaking effort. Sent to merchants on approval, express prepaid.

Send for our interesting literature.

**MILWAUKEE DUSTLESS BRUSH CO.**

128 Sycamore

MILWAUKEE, WISCONSIN

**REDUCES DUST 97%**



## The O'Brien Electric Whistle

means safety to all on board because it is very clear and loud, responds instantly and is

### ALWAYS READY

It requires no air pressure, and is operated with dry batteries and a push button.

Simple, lasts forever, and can be attached in ten minutes.

Made of highly polished brass, height 10 ins., diameter 3½ ins. Agents and demonstrators wanted. Liberal commission. Retail for \$9.75 with push button and wire ready to attach.

**LET US SEND YOU FULL DESCRIPTION AND TERMS.**

**O'BRIEN ELECTROPHONE CO.**  
HALLOWELL, ME.



# Labor and Time Saving Arrangement

in the Hardware store can  
best be produced by the use of

## PIQUA SHELF BRACKETS



This means money-saving arrangement.  
Piqua Brackets are inexpensive, and give

### 30% More Shelf Room

than the old-fashioned method of fixed shelving. Piqua Brackets enable you to accommodate your shelving to your goods.

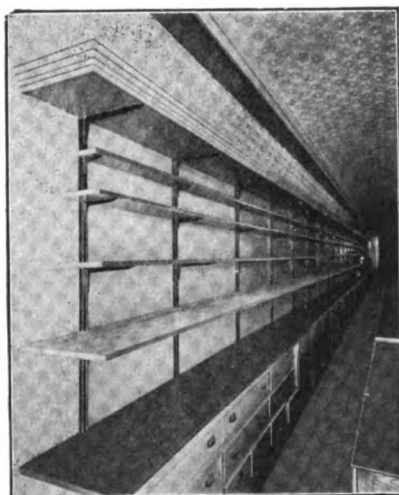
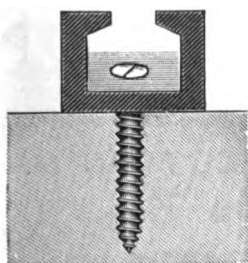
They allow you to place stock where it is accessible and self-contained, instead of scattering it over a large area.

They enable you to fill orders with little walking about, saving the time of your clerks and proving of great benefit on taking an inventory of stock.

Don't move to obtain more room. Use Piqua Brackets.

They will make your store attractive to customers by allowing the most systematic arrangement to be maintained.

*Catalog H. gives Hardwaremen all information. Sent upon request.*



**PIQUA BRACKET CO.**  
PIQUA, O.



# FULLER BROTHERS & CO.,

139 Greenwich St.,

NEW YORK.

**Nails and Wire.**

**BAR IRON.**

**Steel Hoops and Bands.**

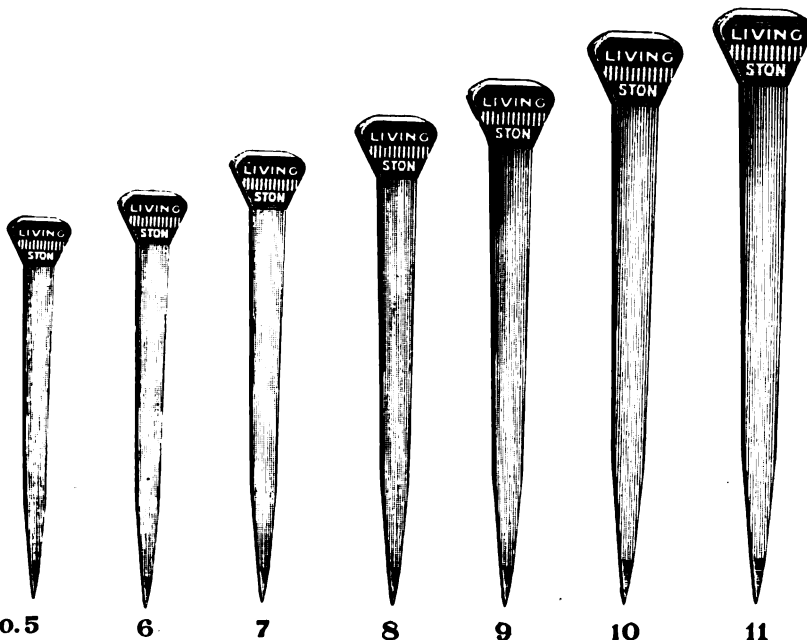
**Chain.**

**Spikes and Rivets.**

# THE NEW HORSE NAILS

1845

1907



No. 5

6

7

8

9

10

11

# LIVINGSTON

The Name Stands for  
**PERFECTION**

in

# HORSE NAILS

# LIVINGSTON NAIL CO.

**302 BROADWAY  
NEW YORK**

Please mention HARDWARE when writing to advertisers.



# OUR TRADE MARK "MORRILL"

REGISTERED IN UNITED STATES PATENT OFFICE.

on tools means that they are the very best that science can devise and money produce.

All tools of our manufacture are fully warranted to be free from all imperfections of material and workmanship, and any part proving defective during legitimate usage and within a reasonable time after being bought will be replaced--no charge.

## No Stock Is Complete Without Them



THE "SPECIAL" SAW SET

MY  
TRADE MARK  
ON ALL MY GOODS



MORRILL'S NO. 1 SAW SET

TRADE MARK  
ON ALL MY GOODS

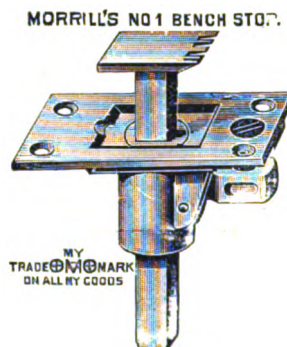
FOR HAND SAWS OF EVERY KIND  
USE THE "SPECIAL."



MORRILL'S NO. 3 & 4 SAW SETS

MY  
TRADE MARK  
ON ALL MY GOODS

FOR CROSS CUT  
AND CIRCULAR  
SAWS.



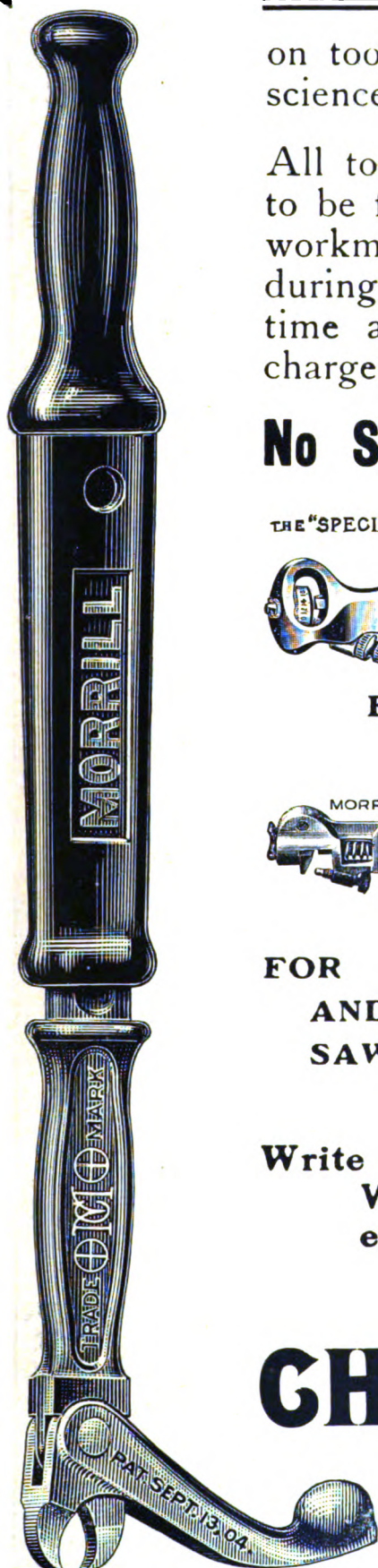
MORRILL'S NO. 1 BENCH STOP

MY  
TRADE MARK  
ON ALL MY GOODS

Write in for copy of our complete catalogue.  
We furnish advertising matter and  
electros. No charge.

## CHAS. MORRILL

277 Broadway, New York



Please mention HARDWARE when writing to advertisers.



# "ENTER MEAT AND FOOD

## Five Profitable Steps for the Dealer

Millions of people have seen the advertisements of the "Enterprise" Meat and Food Choppers in their magazines, their mail and in cook books and booklets.

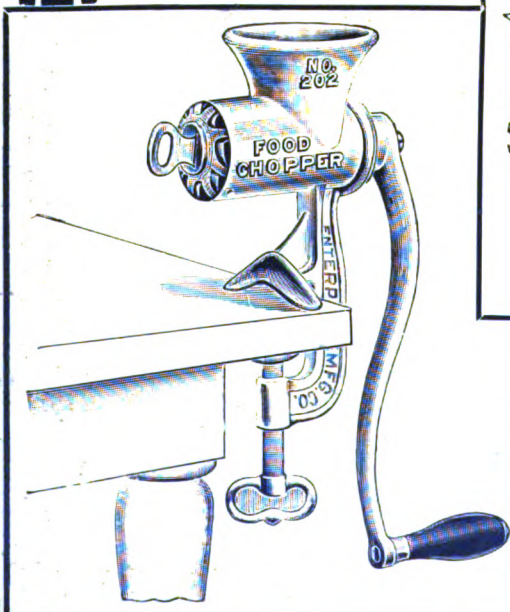
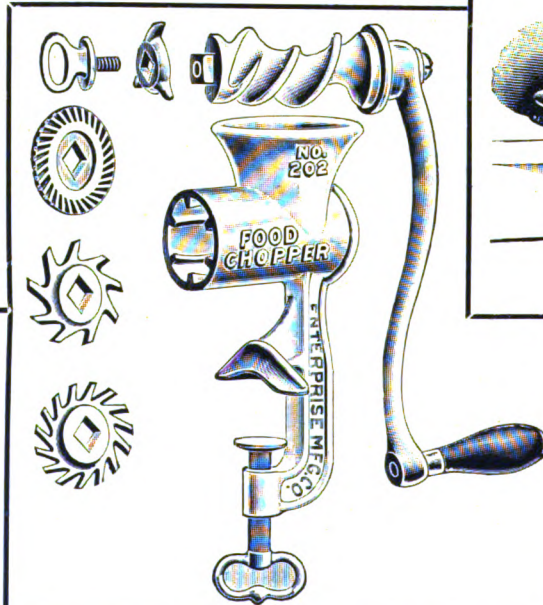
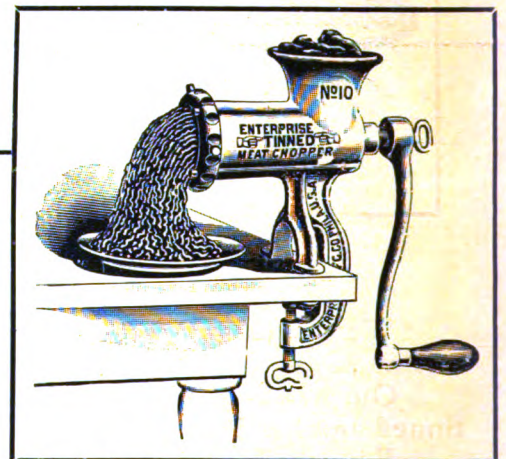
They have made up their mind to buy one, and *will* buy one at the first opportunity — **IF THE DEALER REMINDS THEM OF IT!**

We give you the opportunity. Hang up our metal lithographed display in a prominent position. By featuring our goods and giving your customers our book of famous recipes, "THE ENTERPRISING HOUSEKEEPER", you will be surprised to find you are selling twice as many food choppers as before. Another business increasing booklet is "AN ENTERPRISE PEACE OFFERING".

### THIS IS YOUR OPPORTUNITY

Are you doing all the business you should in **MEAT AND FOOD CHOPPERS?** By glancing through our latest catalog you will soon find out.

These are the Choppers that first introduced a perfect method of *chopping* and they have remained for years without serious competition, and are absolutely the best on the selling market to-day.

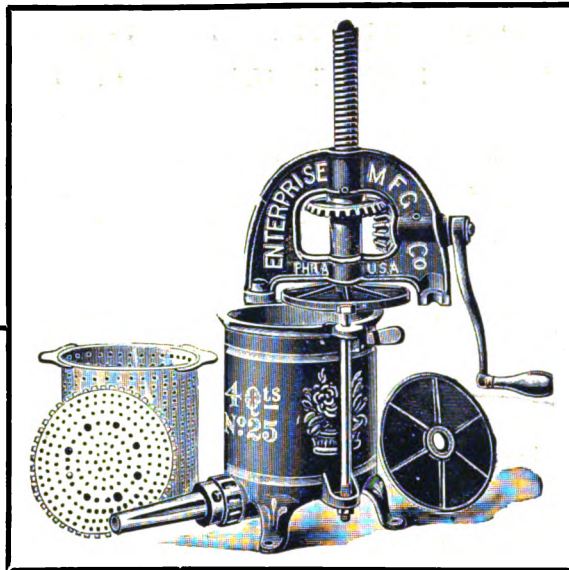
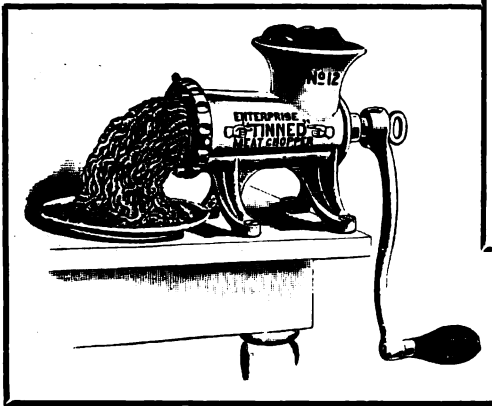


SEND FOR  
ADVERTISING  
MATTER AND  
ILLUSTRATED  
CATALOGUE.

## THE ENTER



# PRISE" CHOPPERS



**They are the only Choppers that  
cut every tendon and piece of  
gristle perfectly.**

We furnish a "knife and plate" chopper for every possible use, from the small family size at \$2.00, to a fifteen horse-power electrically-driven chopper.

Our new number, No. 202 Food Chopper, has phosphor-bronze bearings, is thoroughly tinned and has four knives for cutting everything from nut butter to hash.

For wonderfully quick sales to families, boarding-houses, hotels and institutions, our popular sizes, Nos. 5, 10 and 20, cannot be excelled.

**THE ENTERPRISE SAUSAGE STUFFER, LARD AND FRUIT PRESS** is bristling with many good points and patented features which combine to make it the most efficient, quick-selling and profitable machine of its kind.

**ARE YOU POSTED**

on it, stocked and prepared with advertising matter to push it?

**PRISE MFG. CO. of Pa.**  
**PHILADELPHIA, U. S. A.**



91

**MORE LIGHT**

On the Subject of

**COES  
WRENCHES**

The **good** mechanic knows  
the true value of a **good** wrench.

He knows that **COES  
WRENCHES** are made of  
the highest grade of metal—that  
the wearing surface is hardened  
and carefully tested—that it is  
built for the roughest kind of  
work, and that it is

**30%  
STRONGER**

than any other wrench made.

**Coes Wrenches** are known  
the **World over** and need no in-  
troduction to the hardware man.

The Only Question Is:  
**Have You Ordered?**  
Better Write To-Day.

**COES WRENCH  
COMPANY****Worcester - Mass.**

NEW YORK AGENTS

**J. C. McCARTY & CO.**  
10 Warren Street

**JOHN H. GRAHAM & CO.**  
113 Chambers Street.

91

HARDWARE

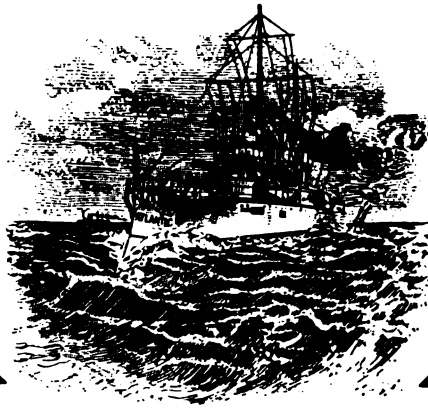
91

91

Please mention **HARDWARE** when writing to advertisers.



# ATLANTIC GALVANIZED IRON



# HIGH-GRADE AND TIN WARE.

**IF** you have never investigated the superior quality, attractive style and durable finish of "**ATLANTIC**" Ware, send us your order for a sample line. Each article bearing the "**ATLANTIC**" Trade Mark is thoroughly tested and inspected; is made of first class material and sells at prices both reasonable and profitable to the Dealer.

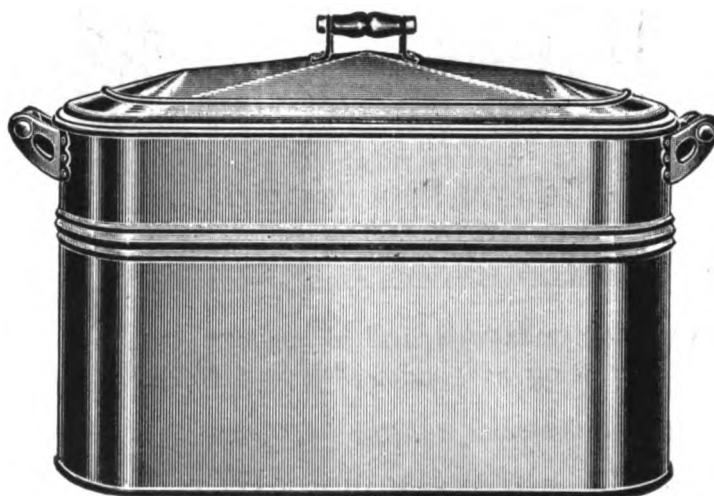


**OUR** Galvanized Striped Ware has taken the Trade by storm because it is made from the smooth galvanized sheets,—is heavily wired around top,—doubly re-enforced—has double-seamed, raised bottom, wide seams, etc. Workmanship guaranteed to be of the highest class.

**Wash-  
Boilers**  
**Tin, Copper**  
and  
**Galvanized Iron**

Our new one-piece cover is light, strong and a perfect fit.

Handsomest cover on market.



**We  
Make**

a full line of household and dairy tin ware.

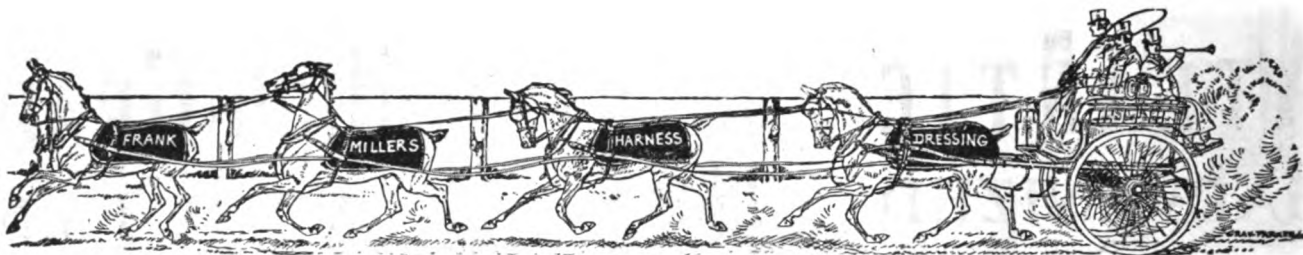
Send for our new catalogue.

Write for information.

**Atlantic Stamping Co., Rochester, N. Y.**

185 Ames Street





OLDEST.

ESTABLISHED 1838.

LARGEST.

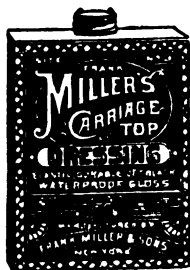
THE PREPARATIONS FOR USE ON HARNESS KNOWN AS  
**"THE STANDARD OF THE WORLD."**

HIGHEST AWARDS  
CENTENNIAL, 1876.



**HARNESS OIL.**

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



**CARRIAGE TOP DRESSING.**

Gives an Elastic, Durable, Waterproof Gloss, and is positively safe to use on finest stock.



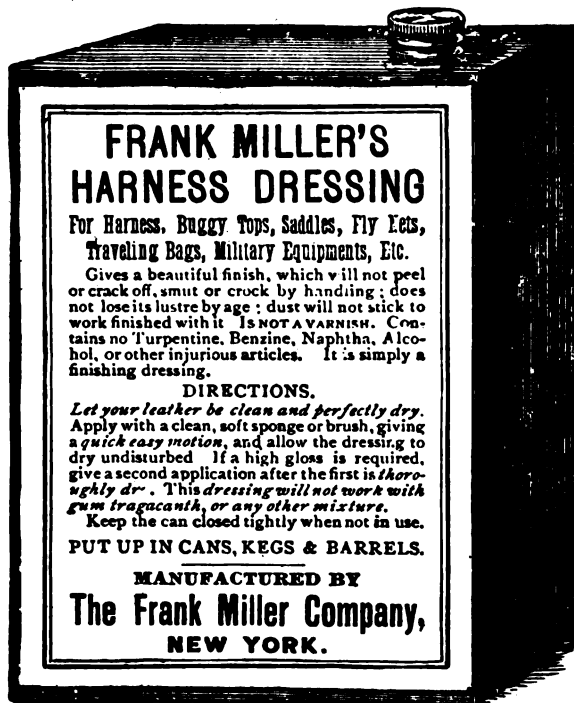
**HARNESS COMPOSITION.**

Cleans, Oils, Finishes.



**HARNESS DRESSING.**

The very best article of its kind. Unequalled for use by both manufacturer and owner of harness. Is used by nearly all Harness Manufacturers in the World.



HIGHEST AWARDS  
WORLD'S FAIR, 1893.



**IXL HARNESS OIL.**

Second in Quality only to our Frank Miller's Harness Oil. Superior to all others.



**AXLE OIL.**

Superior to Castor Oil, lasts longer, and will not gum.



**HARNESS SOAP.**

Unrivalled for cleaning, softening and blacking Harness. Imparts a fine finish, which will not soil the hands or gloves.

Beware of imitations and all articles that are sold as being as good as "Frank Miller's."

Supply your Customer with the BEST, and hold his trade.

Manufactured By

**The FRANK MILLER COMPANY,**

EUROPEAN OFFICE:

**Tower Chambers. Moorgate,**  
LONDON, E. C.

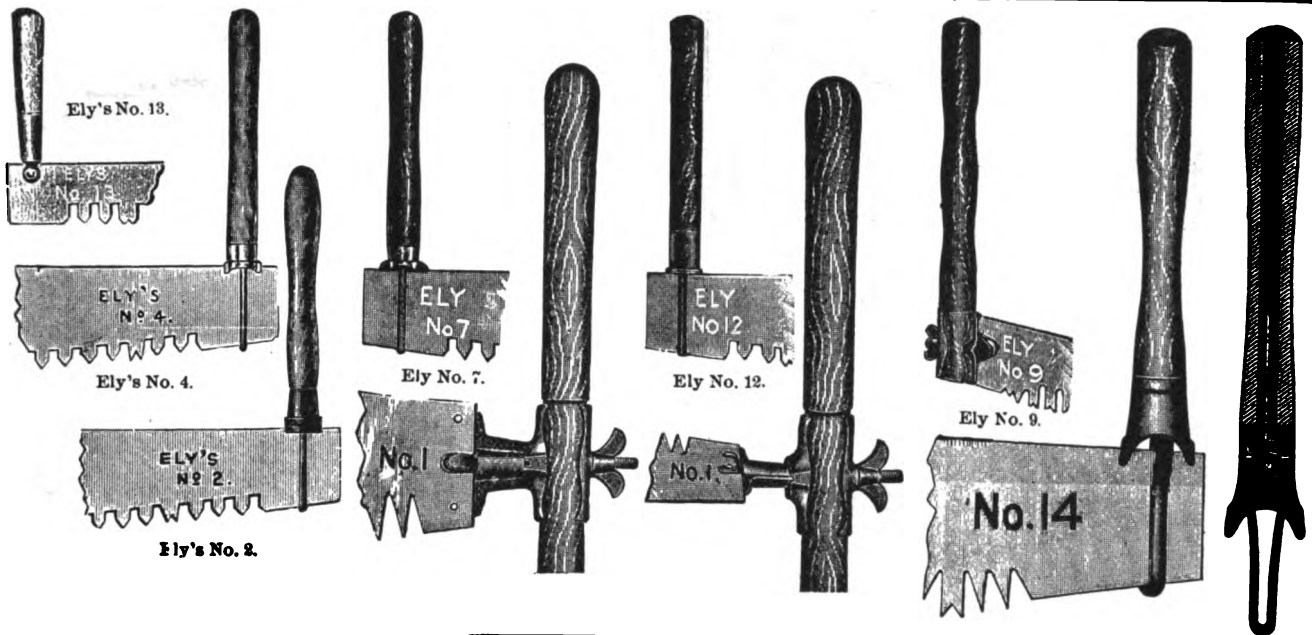
OFFICE AND FACTORY:

**349 and 351 West 26th St.,**  
NEW YORK, U. S. A.

OUR PREPARATIONS ARE UNIFORM IN QUALITY, AND THE QUALITY THE BEST.

IT PAYS EVERY DEALER TO HANDLE AND EVERY CONSUMER TO USE OUR GOODS.

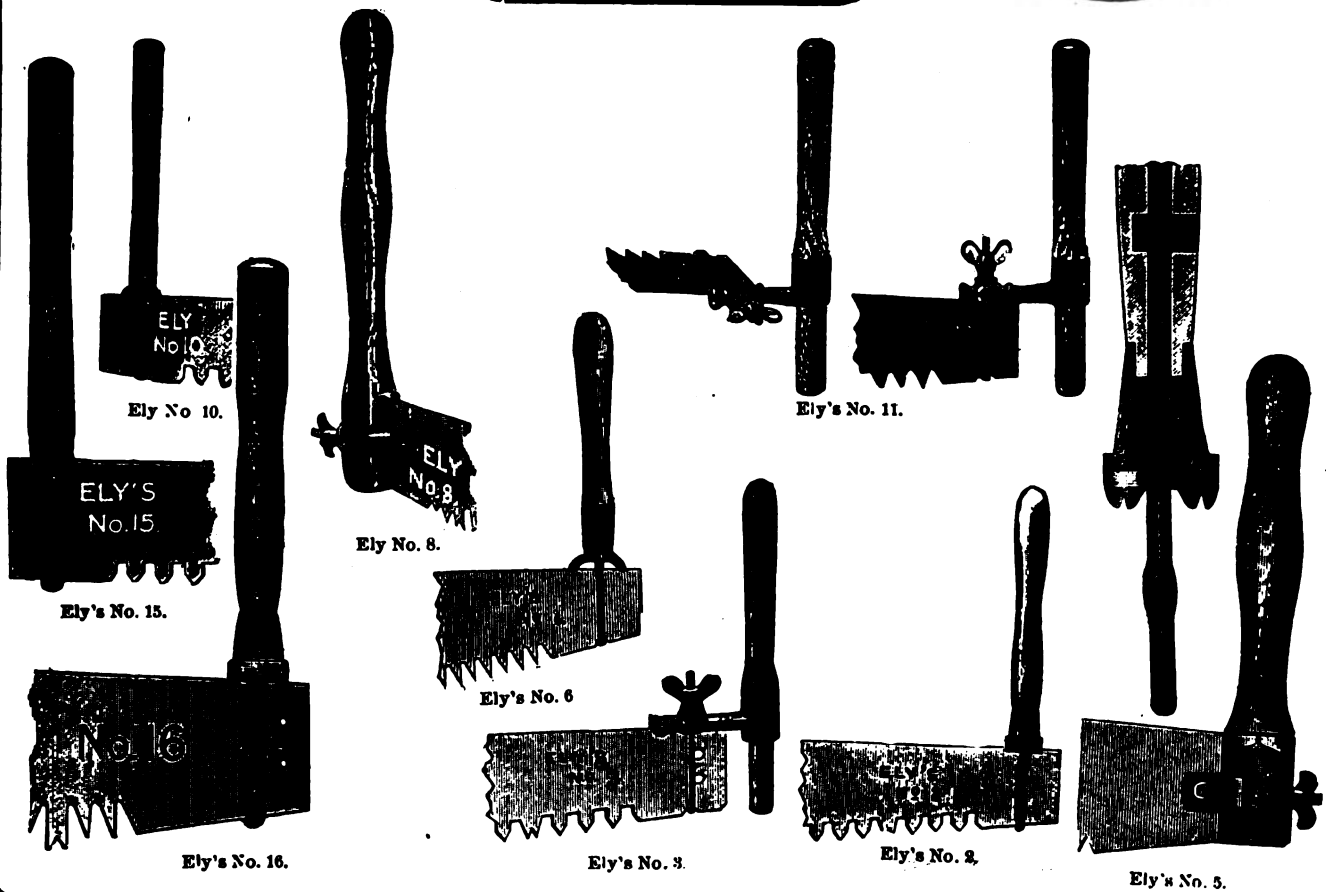




## 12 Years' Evidence

Twelve years ago we were the smallest producers of **Cross Cut Saw Handles** of any manufacturers in the world. **To-day** we are the largest in the world. This should be sufficient evidence to convince the most skeptical that our goods and prices are right, and you take no chances when you place your orders with us. A catalogue for the asking. If your jobber don't keep them ask Ely.

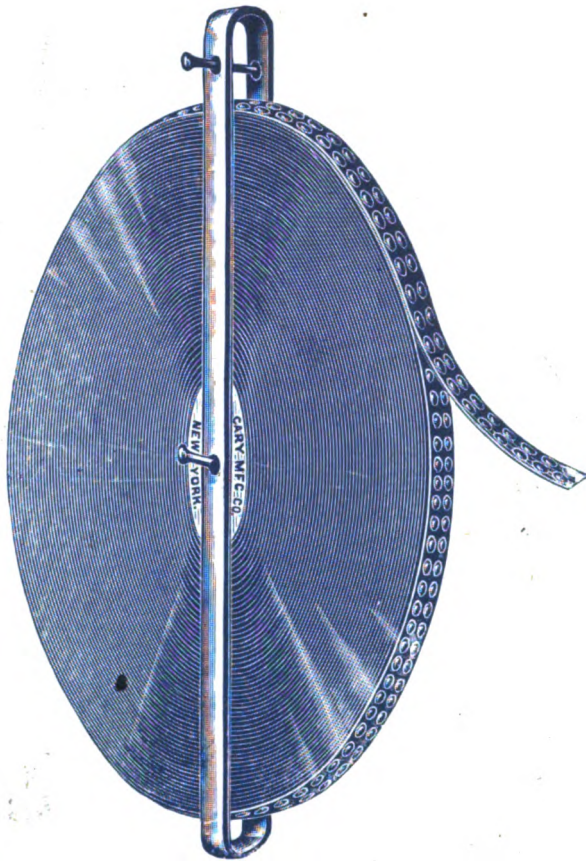
**Theo. J. Ely Mfg. Co.,**  
Girard, Pa., U. S. A.



Please mention **HARDWARE** when writing to advertisers.



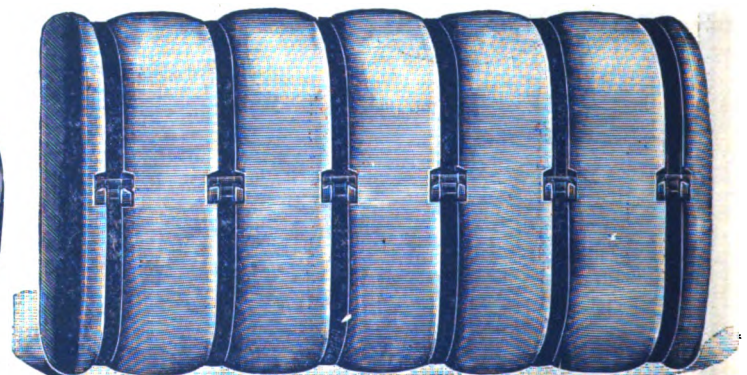
# CARY'S UNIVERSAL BOX STRAPPING



Manufacturers of  
Twisted Wire and all other  
kinds of Wire Box  
Strapping  
Box Corner Fasteners  
Crate Hinges and Hasps  
Full Line of Shipper's Specialties



Cold Rolled Hoop Steel  
For  
Baling and Other Purposes



Cary's Patent Bale Tie Fasteners

Put up in coils of about 50 pounds, and packed in barrels containing 500 pounds each.

This material we make both in black oil finish, and also with a fine galvanized coating. It is specially prepared, having a very great tensile strength; it is specially adapted for baling cotton cloths, etc., being used very extensively, by various mills, in connection with our PATENT BALE TIE FASTENERS.

This material, both in plain and galvanized, is made in one continuous strip of metal running from 2,000 to 3,000 feet in length, and is coiled on itself, as illustrated above.

We make up and carry this material in stock in  $\frac{1}{2}$ ,  $\frac{3}{8}$ ,  $\frac{1}{4}$  and 1 inch widths, in gauges running from No. 27 to No. 29.

## Cary Manufacturing CO.

Cable Address:  
CARLEIO

Telephone:  
1445 Worth.

19 and 21 Roosevelt St.,

NEW YORK.

Please mention **HARDWARE** when writing to advertisers.



# Pennsylvania Wins Again

## NEW ZEALAND INTERNATIONAL EXHIBITION AWARDS

### FIRST PREMIUM AND GOLD MEDAL

NEW ZEALAND INTERNATIONAL EXHIBITION  
CHRISTCHURCH

28th March, 1907.

Messrs. Mason, Struthers & Co., Ltd.,  
Christchurch,  
Agents for Supplee Hardware Co.,  
PHILADELPHIA.

Dear Sirs:

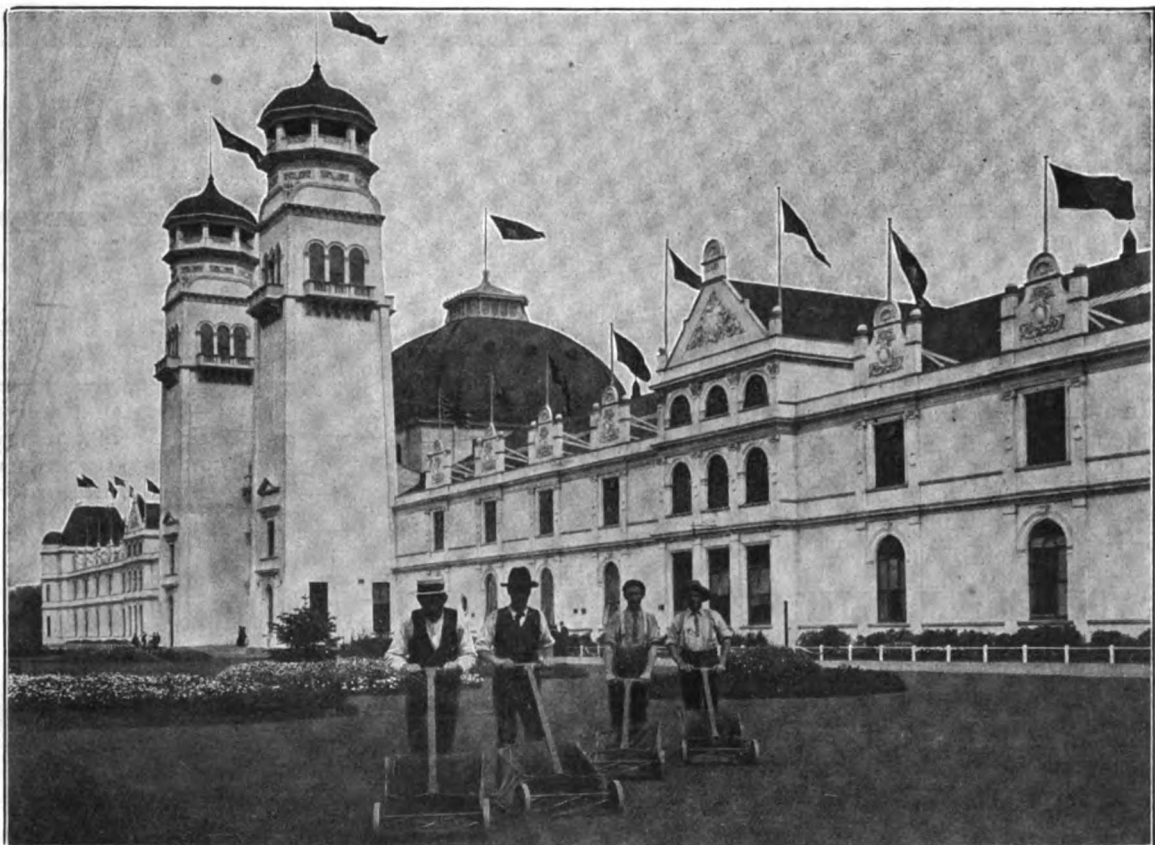
I have to acknowledge receipt of yours of even date, asking for a report on the GREAT AMERICAN BALL BEARING and PENNSYLVANIA Lawn Mowers, which have been in constant use on the Exhibition Lawns, and in reply would state that these machines have given every satisfaction.

The GREAT AMERICAN BALL BEARING Mowers have been in regular use since the lawns were first formed, and have fully upheld the statement made respecting their light draught and excellent cutting qualities. The lawns have excited general admiration, and been one of the features of the Exhibition, and their velvety appearance speaks volumes for the good work that these machines are capable of doing.

The PENNSYLVANIA HORSE MOWER has been in regular work on the Exhibition Sports Grounds, and the excellence of the track and grounds, when the athletic gatherings have been held, has been particularly noted by patrons at such meetings.

Yours faithfully,

*C. R. R. R.*  
SECRETARY.



The Great American Ball Bearing Lawn Mowers in use on grounds of the New Zealand International Exhibition at Christchurch, 1907

# SUPPLEE HARDWARE COMPANY

PHILADELPHIA

Please mention **HARDWARE** when writing to advertisers.



There's Beauty as well as Strength in the

# MOSSBERG WRENCH

For Auto and Machine Use

Quality and Finish Developed to the Highest Notch.  
A Wrench you can depend upon.  
Each one guaranteed.

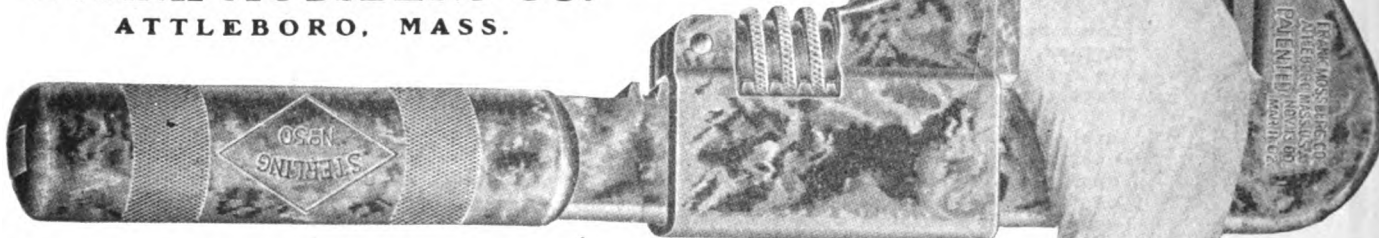
Nickled or mottled finish. Sizes 5 to 10 inch.

CATALOGUE FREE

Better send for Sample and Prices.

**FRANK MOSSBERG CO.**

ATTLEBORO, MASS.



Chicago Office,  
110 Lake St.

San Francisco Office  
132 Valencia St.

Export Selling Agents: S. GUTERMAN & CO., Ltd.

LONDON: S. Guterma & Co.  
35 and 36 Aldermanbury, E. C.

NEW YORK: Guterma, Rosenfeld & Co.  
35 S. William St.

PARIS: Godefroy, Petard & Co., Ltd.  
79 Rue des Archives.

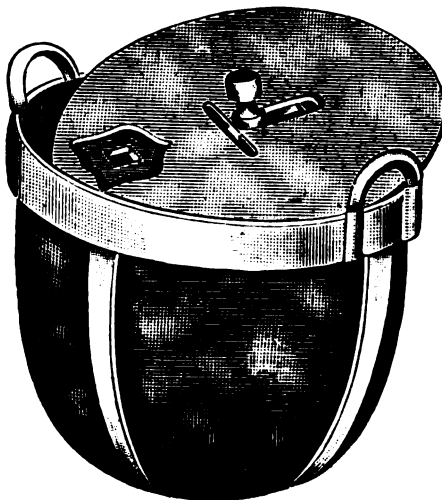
HAMBURG, Guterma, Rosenfeld & Co.  
20 Hohe Bleichen



## Grab's "Keyless"

### A Red Hot Seller

In a city of 16,000 people,  
1400 of these Banks were  
sold in 60 days.



## Basket Bank

The Price on this Bank  
is Never Cut.

We protect the trade ab-  
solutely. Merchants must  
sign contract to maintain  
retail price before order is  
accepted.

**GUARANTEED RETAIL PRICE, \$1.00. DOZEN, \$7.20. GROSS, \$75.00**

Made of the best high planished cold-rolled steel, cold drawn and pressed under 700 tons pressure, finished in oxidized copper and nickel.

Registers each coin deposited. Unlocks automatically after \$5.00 in silver dimes has been placed in the bank. The next coin again locks the safe. Holds \$30.00 in silver coin, unlocking at each multiple of \$5.00.

The entire bank is simple, unique and durable. The locking device is unlike that used in any other safe.

Sample postpaid, \$1.00.

### THE HORSE SHOE MONEY BOX.

A POCKET BANK FOR SILVER DIMES. New and novel. Unlocks when \$1.00 has been deposited. After emptying snap shut and start over again. Sample, postpaid, 10 cents. Mounted 1 Doz. on a card, gross, \$2.00.

We will vigorously prosecute the slightest infringement on these banks, the patents on which are controlled by us.

**VICTOR M. GRAB & COMPANY**

Largest Distributors of Novelties in America. **ASHLAND BLOCK, CHICAGO**

### BE A BOOSTER

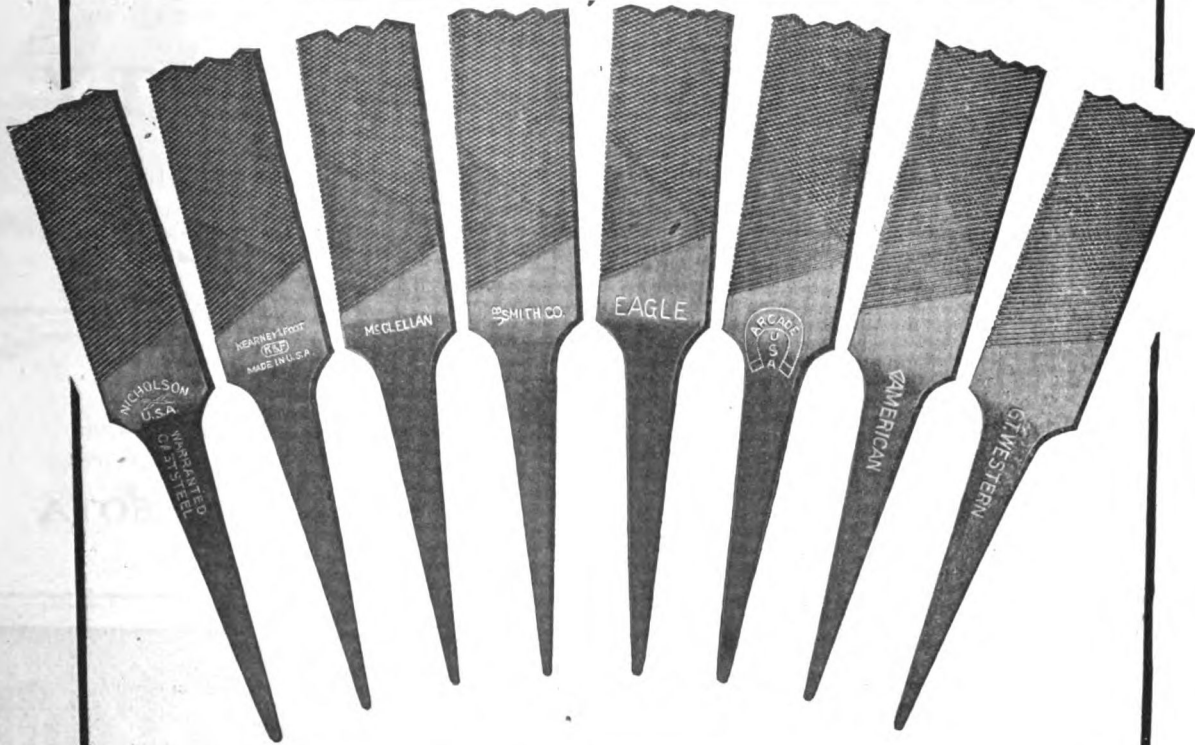
and help along your own business by using either of these Banks as premiums. Your trade will be greatly benefited and many new customers added to your list.



Please mention **HARDWARE** when writing to advertisers.



# NICHOLSON FILES AND RASPS



They cut and wear better than the other kinds because they are made of the finest steel, always uniform in temper, and are cut so as to produce the best results.

## THE BEST FILE VALUE IN THE WORLD

Will be found in the following brands:

**NICHOLSON**  
**ARCANE**  
**GREAT WESTERN**  
**J. B. SMITH**

**KEARNEY & FOOT**  
**AMERICAN**  
**McCLELLAN**  
**EAGLE**

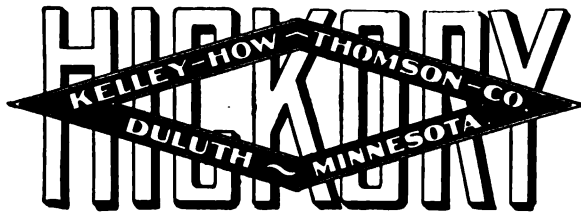
Quality that the user appreciates and the dealer profits by. Our catalog and booklet, "FILE PHILOSOPHY," will give you much information on the subject of Files and Rasps. Send for it.

## NICHOLSON FILE COMPANY

PROVIDENCE, R. I.

U. S. A.





## GOODS ARE RIGHT

Wouldn't it bring you trade if you had a reputation in your locality for selling  
**THE BEST IN QUALITY**

Doesn't that mean something to you? If you are looking for a chance

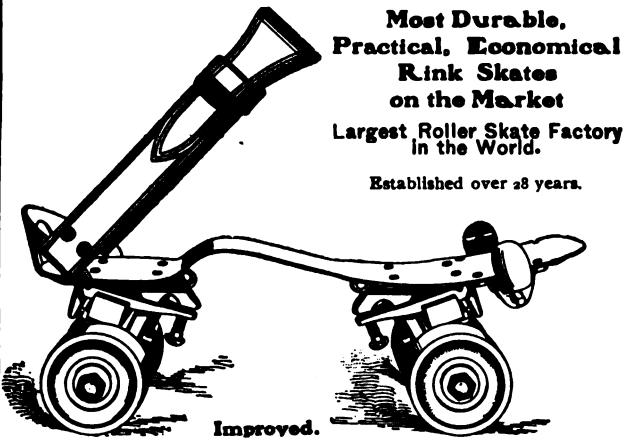
**TO INCREASE YOUR SALES**

Confine yourself to the above trade mark.  
 We guarantee every article bearing this Brand.

**KELLEY-HOW-THOMSON CO.**

**DULUTH WHOLESALE HARDWARE, MINNESOTA**

## M. C. Henley's Roller Skates



**Most Durable,  
 Practical, Economical  
 Rink Skates  
 on the Market**  
**Largest Roller Skate Factory  
 in the World.**

Established over 28 years.

**"The Easiest and Lightest Running Skate on Earth."  
 Used in All Principal Rinks.**

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nicked or bronze finish.

**Ball Bearing Noiseless Club Skate.**

**STEEL OR BOXWOOD WHEELS.**

**POLO**—Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

**M. C. HENLEY, Richmond, Ind.**

## "Rain or Shine"---

The dealer who handles

### Voorhees Rubber Mats and Matting

will find it easy to lay by for a rainy day. Same with the rest of our line of **Garden Hose, Belting, Packing, etc.**, because they are made in genuine "Voorhees" fashion, of best material and superior workmanship.

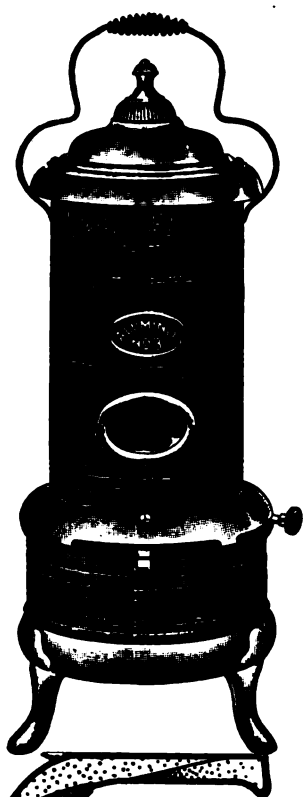
Send for catalog.

**VOORHEES RUBBER  
 MFG. CO.  
 Jersey City, N. J.**

*Voorhees Rubber  
 Manufacturing Company*

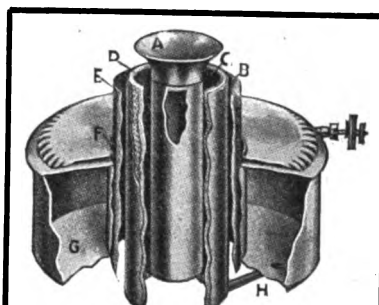


# Alumino and Electric OIL HEATERS



THE  
WORLD'S  
BEST.

OVER  
ONE  
MILLION  
IN USE.



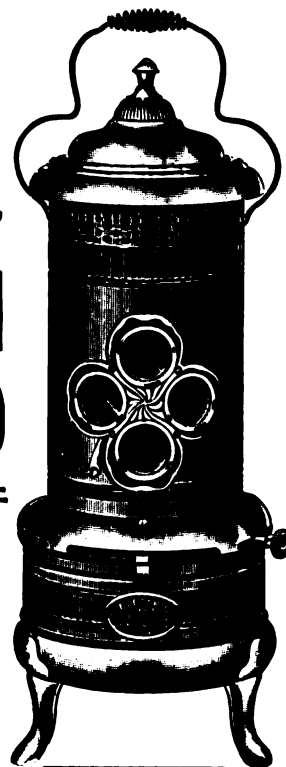
Sectional View, Showing Construction of Grand "Safety Burner."  
A—Flame Spreader; B—Air space outside of Wick; C—Air space inside of Wick Tube; D—Wick; E—Outside casing to Burner; F—Air space between Fount and Outside Casing; G—Fount for oil, entirely separate from Burner; H—Feed Pipe carrying oil from Fount to Burner.

Maximum  
heat at  
minimum  
cost.

Simplicity in  
Rewicking.

Absolute free-  
dom from  
odor, and

Positive Wick  
control



The **SAFETY BURNER** with large air passages inside and outside the burning wick, tells the story.

are things that appeal to the dealer as well as the consumer

Below we give you a list of our distributors. They constitute the grandest aggregation of Jobbers in the World. Most of them have been handling our heaters continuously for fifteen years.

## LIST OF JOBBERS OF "ALUMINO" AND "ELECTRIC" OIL HEATERS READ THESE NAMES ON THE "ROLL OF HONOR"

|                         |                                  |                         |                                  |
|-------------------------|----------------------------------|-------------------------|----------------------------------|
| ATLANTA, GA.....        | Dinkins & Davidson.              | MEMPHIS, TENN.....      | R. G. Craig & Co.                |
| ATCHISON, KANS.....     | A. J. Harwi Hdw. Co.             | MEMPHIS, TENN.....      | Benedict, Warren & Davidson.     |
| BOSTON, MASS.....       | Henry N. Clark & Co.             | MOBILE, ALA.....        | Cunningham Hdw. Co.              |
| BUTTE, MONT.....        | Montana Hdw. Co.                 | MILWAUKEE, WIS.....     | Wm. Frankfurth Hdw. Co.          |
| BURLINGTON, IA.....     | C. F. Schmidt Hdw. Co.           | MILWAUKEE, WIS.....     | Jno. Pritzlaff Hdw. Co.          |
| BUFFALO, N. Y.....      | Buffalo Wholesale Hdw. Co.       | NEW YORK CITY.....      | A. L. Canfield.                  |
| BALTIMORE, MD.....      | Chas. C. Heath & Co.             | NASHVILLE, TENN.....    | Phillips & Buttorff Mfg. Co.     |
| CHICAGO, ILL.....       | Hibbard, Spencer, Bartlett & Co. | NEW ORLEANS, LA.....    | A. Baldwin & Co., Ltd.           |
| DETROIT, MICH.....      | Freeman, Delamater & Co.         | OAKLAND, CAL.....       | Holbrook, Merrill & Stetson.     |
| DULUTH, MINN.....       | Marshall-Wellis Hdw. Co.         | OTTUMWA, IA.....        | Haw & Simmons Co.                |
| DULUTH, MINN.....       | Kelley-How-Thomson Co.           | OMAHA, NEB.....         | Wright & Wilhelmy Co.            |
| DES MOINES, IA.....     | Brown-Hurley Hdw. Co.            | PEORIA, ILL.....        | Isaac Walker Hdw. Co.            |
| DENISON, TEX.....       | Hall-Beeper Hdw. Co.             | PORTLAND, ORE.....      | Tull & Gibbs.                    |
| DECATUR, ILL.....       | Morehouse-Wells Co.              | PITTSBURGH, PA.....     | Demmler Bros.                    |
| DAVENPORT, IA.....      | Sickels, Preston & Nutting Co.   | PITTSBURGH, PA.....     | Bindley Hdw. Co.                 |
| ESCANABA, MICH.....     | Delta Hdw. Co.                   | PHILADELPHIA, PA.....   | Mahood & Co.                     |
| FORT SMITH, ARK.....    | Speer Hdw. Co.                   | QUINCY, ILL.....        | Tenk Hdw. Co.                    |
| GALVESTON, TEX.....     | Texas Lamp & Oil Co.             | SYRACUSE, N. Y.....     | Butler & Johnson.                |
| FORT WORTH, TEX.....    | William Henry & Co.              | SEATTLE, WASH.....      | Seattle Hdw. Co.                 |
| GRAND RAPIDS, MICH..... | Foster, Stevens & Co.            | SALT LAKE CITY.....     | Strevel-Patterson Hdw. Co.       |
| HOUSTON, TEX.....       | Texas Lamp & Oil Co.             | ST. JOHN, N. B.....     | Emerson & Fisher, Ltd.           |
| INDIANAPOLIS, IND.....  | Vonnegut Hdw. Co.                | SIoux CITY, IA.....     | Knapp & Spencer Co.              |
| JACKSONVILLE, FLA.....  | Knight Crockery Co.              | ST. JOSEPH, MO.....     | Wyeth Hdw. & Mfg. Co.            |
| KANSAS CITY, MO.....    | Richards & Conover Hdw. Co.      | SAN FRANCISCO, CAL..... | Whester & Co.                    |
| KNOXVILLE, TENN.....    | C. M. McClung & Co.              | SAN FRANCISCO, CAL..... | Holbrook, Merrill & Stetson.     |
| LOS ANGELES, CAL.....   | Harper, Reynolds & Co.           | ST. PAUL, MINN.....     | Hackett, Walther, Gates Hdw. Co. |
| LOS ANGELES, CAL.....   | Holbrook, Merrill & Stetson.     | TOPEKA, KAN.....        | W. A. L. Thompson Hdw. Co.       |
| LITTLE ROCK, ARK.....   | Foster Hdw. Co.                  | TAMPA, FLA.....         | Tampa Hdw. Co.                   |
| LOUISVILLE, KY.....     | Louisville Tin & Stove Co.       | TAMPA, FLA.....         | Knight & Wall.                   |
| LOUISVILLE, KY.....     | Belknap Hdw. & Mfg. Co.          | TROY, N. Y.....         | J. M. Warren & Co.               |
| MACON, GA.....          | Dunlap Hdw. Co.                  | WACO, TEX.....          | R. T. Dennis & Co.               |
| MONTREAL, CANADA.....   | Lewis Bros., Ltd.                | SAVANNAH, GA.....       | J. D. Weed & Co.                 |

Do the goods need any higher recommendation?

If you are not already handling them ask your Jobber for prices and particulars.

Get your order to your Jobber without delay. The demand is taxing our utmost capacity and we don't want to disappoint anyone; still, "first come, first served."

## NOVELTY MFG. CO.

Dept. W.

JACKSON, MICH., U. S. A.



# A FLOOD OF QUALITY



## 3600 GENEVA RAZORS

### EVERY DAY

Is the output of our factory. Made in 700 styles of fancy handles.

By liberal patronage Hardwaremen show that they appreciate our efforts to give them that class of goods appropriate to their trade.

**GENEVA RAZORS** are dependable always, from our high priced razor to our cheapest style.

**Special formula English steel** used in the blades.

Mounting in every style of pearl, ivory, celluloid or hard rubber tangs.


Special designs in black, gilt line or two-color effects in gold or copper, etched on the blades.

Contract work our specialty. We operate our own case and box factory.

Samples submitted direct, without expense, or we will send an expert from the factory to consult with you.

## GENEVA CUTLERY CO.

GENEVA, N. Y.



# OLIVER IRON & STEEL CO.

TRACK  
MACHINE  
CARRIAGE  
BRIDGE

## BOLTS

NUTS AND WASHERS, R.R. PICKS, CROW AND CLAW BARS  
LAG SCREWS, TELEGRAPH AND TELEPHONE POLE EQUIPMENT  
STEEL INSULATOR PINS

TRACK BOLTS OF ANY PATTERN  
THREADS ROLLED OR CUT IN OIL

CORRESPONDENCE SOLICITED

## OLIVER IRON & STEEL CO.

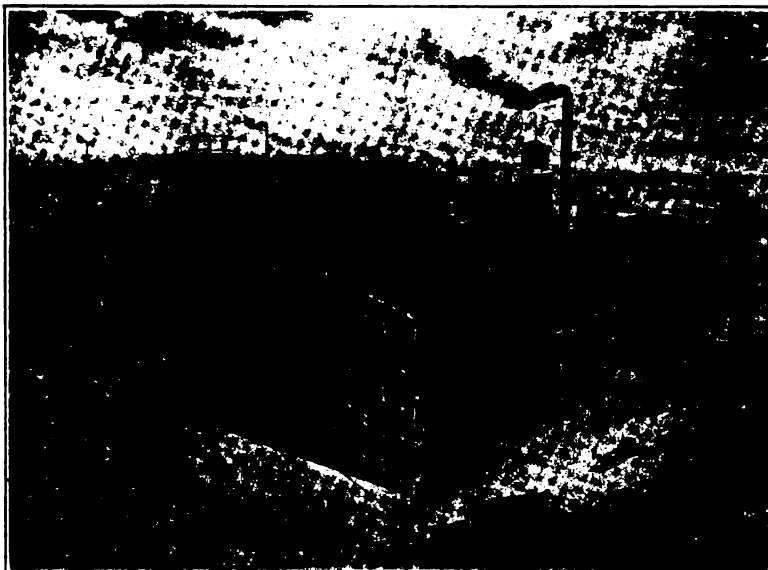
PITTSBURGH, U.S.A.

Please mention **HARDWARE** when writing to advertisers.



# "BERNARD"

**OUR  
NEW  
FACTORY**



**OUR  
CAPACITY  
IS NOW  
TREBLED**

## Pliers, Nippers and Punches

### WARRANTED CRUCIBLE STEEL

The above cut shows our new plant. The entire factory is devoted *exclusively* to the manufacture of BERNARD'S PATENT Pliers, Nippers, Punches and kindred Tools, under the "Bernard," "Paragon," "Lodi," and "Excelsior" Brands.

The plant is equipped throughout with the latest improved machinery and tools.

Our methods are as up-to-date as our manufacturing facilities.

### The Skillful Workman

who wishes to be known by his tools will find that Bernard Tools faithfully represent him beyond his utmost expectations.

## OVER 150 DIFFERENT ARTICLES IN VARIOUS KINDS AND SIZES

FOR ALL PURPOSES  
CATALOGUE SENT UPON REQUEST

**THE WILLIAM SCHOLLHORN CO.**  
NEW HAVEN, CONN.



## The Smith & Egge Mfg. Co.

### BRIDGEPORT, CONN.

Manufacturers of . . .

### Sash Chains

3 3 3

"Giant," "Red Metal"  
Cable and Jack  
Chains . .

*Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.*

No. 4Q.

New York Agent: J. J. Halpin, 62 Reade Street.  
Philadelphia Agent: W. E. Trull, 814 Commerce Street.  
Chicago Agent: H. H. Munger, 142 Lake Street.  
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.  
San Francisco Agent: S. V. Armstrong, Monadnock Bldg.

## THIS CAN

HAS A

### CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedish" Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

### THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO  
The Wilmot & Hobbs Mfg. Co.,  
BRIDGEPORT,  
CONN.



## CENTER PUNCH

No. 18-A

### AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of  
Fine Mechanical Tools.

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## THE GENERAL OUTLOOK

BY OSCAR K. LYLE.

### FINANCIAL.

In nearly all lines of trade, normal weather or a well-defined season is essential to success. This year has been a serious experience to many interests that in the failure of the usual Spring conditions find goods unsold and economies necessary to escape embarrassment. Under crop uncertainty the progression in trade is slow. Several things that bring "good times" or prolong them when existent, are and have been causing apprehension. For one thing, and most important, crops have not shown satisfactory growth, and have prevented a condition in restraint of trade.

Money is plentiful at low rates, but demand for it is more from the carriage of burdens than in new employments. The speculative fever of long duration has subsided gradually without disaster, and in the centres where it was most asserted there is comparative quiet. Light business in stocks and bonds attests it. Experience in making money easily in the past few years, and a desire to invest it securely, has diverted great sums into real estate that were actively employed in speculation.

With the banks there is no scarcity of money, but securities for loans are more closely regarded with the continuance of crop uncertainties. In the progress of the planted cotton and corn lies the gradual determination if the future be for ease in money matters or cause for contraction. At this writing it can be said the general crop outlook is better than recently. There has been marked improvement.

### GRAIN.

The prospective crop of winter wheat has undergone a "scare," from which an advance was presented, under speculative activity, of about twenty-five cents a bushel. As the situation proved to be less warrant for so much gain, there was an evening up of trades effective in a reaction of about fifteen cents. This certainly was ample, unless the cause of the rise was fully dispelled. That no one will admit. There was a cause, but it was exaggerated and overplayed. Around existing prices is probably a level sufficiently satisfactory to warrant steadier markets for a time. Winter wheat will be short, with the shortage falling mainly in the Southwest. Spring wheat is backward but beyond this feature is not in complaint. Under highly favorable climatic conditions, such as can now be claimed, some of the lost time can be made up, but until the crop is in security, and has escaped frosts at or near harvest, there will be apprehension. At the

time traders regard a production of 600,000,000 bushels for all wheat a reasonable expectation. In favorable conditions this quantity can be exceeded. Conditions in Europe suggest a demand on our surplus, enabling good prices.

The oat crop is progressing well. In the three States of Illinois, Iowa and Wisconsin, raising about thirty-five per cent. of the crop, there is a full promise. Supplemented by a good production in the Northwest, the sources of the commercial supply present no impairment.

It is too soon to pass upon the corn crop. No official report is due till July 10. It should declare a great increase in area, which increase is to be considered in measuring any damage. Some damage is incident to every crop in every year. Low temperatures have delayed growth, affected color, and occasioned no small amount of replanting. Ample time remains to repair any damage to this time. If there should be ample rain in July to provide moisture for any absence of it in August, the crop can be as large, or larger, than last year. The important crop to the American farmer is corn. On it more than anything else depends his success. Corn is the blood of the American farm.

### COTTON.

Any estimate of the cotton crop of 1907 at this stage in its growth is a matter of difficulty, for the reason no crop of late years has presented a greater irregularity or given cause for equal complaint. It is a common remark that conditions existing have no precedent. Extensive and long-continued rains in May were the great cause of damage, compelling much re-seeding, preventing cultivation while promoting the growth of grass and weeds, and in a way favoring the ravages of insects. In 1905 there was presented, at a later date, what was then regarded a calamitous outlook. Hopeless as was the promise for a time, a great change came and a crop was picked of 10,725,000 bales, and very much in excess of early estimates. What has been may be, and it is a probability a fair crop may reward effort this year.

In bringing money into the country cotton has no equal. The acreage is enlarged, and, under a revision, is now in figures that find better acceptance. In crop apprehension the price has been advanced to a point where economies appear. Under a better outlook the price is having some undoing. Necessarily, if what made the advance lessens, or disappears, the price should correspondingly react. The crop calls for hard work, and plenty of it, which it no doubt will receive.





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#### EDITORIAL TRADE REVIEW.

The Conventions at Richmond of the Manufacturers and Southern Jobbers were undoubtedly the most largely attended and enthusiastic of any they have held in recent years. The papers read and the several discussions had were of a practical kind, full of information to all concerned, and from which the members may derive practical benefit to apply on such matters in business as needed the convictions brought about. It proved one of the most important gatherings for the furtherance of Hardware interests which the organized Associations have up to the present time so successfully accomplished. One never knows what a progressive and brainy lot of men the Hardware industry brings into intellectual contact until brought within the magnetic circuit of an audience composed entirely of hustlers in the same paths of business.

The selection of a place of meeting so replete with historic memories and convention interest, irrespective of what brought them together, was a happy thought; it was a spot most favorably situated to call forth the attendance of the trade in all its strength, and the jobbers and manufacturers certainly did all in their power to make it a combined meeting to be long remembered. There was a wide discussion given to matters of insistence among those present bearing upon the stability of those fraternal feelings which at present so harmoniously cement the several branches of our business in pleasant relations, and the hope may well be held by all the participants that nothing but good can spring from such intercourse. By a community of interests of so deserving a character selfishness is eliminated, the interests of all are subserved by a unanimity of effort, steady prices are maintained, shady methods for undue advantage are discouraged and discountenanced, and the pleasure of doing business is so greatly enhanced, without the distraction of a deserved profit that one would suppose the millenium was about to dawn.

Vacation programmes generally are being formed as the pushing demands of a successful season become less noticeable, and an opportunity is given to look through stocks and study over the few mistakes which possibly show up when investigation has brought them to the

front. The season generally is reported as having been a good one, and the demand for goods has been in excess of the previous season, with the indicated profits better in every way, as less price-cutting was heard from, the stocks not being by any means in excess sufficient to counsel this method of increasing sales through diminishing profits.

There is less correspondence than usual about goods, and the ease with which it is transacted is surprising to the manufacturer who is familiar only with the old way, for the volume of trade has been so great that the smoothness of the channels through which so much bulk of business is done seems like a revelation to them, showing the possibilities of the future if kept up in the same manner.

\* The strong demand for wire products is still noticeable, and is a satisfactory feature of the market for supplies. Nails are in good request and Barb Wire, the season for the sale of which has been extended beyond the usual time by favorable weather still holding on tenaciously.

#### A TIME FOR ALL-SEASON GOODS.

Some people do not like to be told that the day is disagreeable when they are sadly aware of it; others do not like to have encomiums pronounced in favor of a sort of weather that is calling into mind all their own maledictions. Sometimes, when the weather is all out of season and the average man out of humor it is wise for the retailer to avoid exploiting the so-called seasonable goods which must either violate the prevailing idea regarding the fitness of things or of seasons, and turn his attention to something of a more non-committal nature which may be regarded as seasonable at any time and under all conditions.

The farmer, chafing under the delays of a late Spring or rainy weather, may be irritated rather than interested to have the latest cultivator patterns flaunted in his face when he is more than a month behind the season with his work; still less will he be pleased with a display suggestive of a long continuation of the adverse weather; better turn his attention to something which neither brings up the backward condition of the work nor the unfavorable conditions of the season; something that would be useful to him in all kinds of weather. The shivering house-wife would not be interested in a screen-door display with a belated snow-storm flinging its defiance into Summer's teeth; neither would she get into pleasant humor speedily over one of foot-warmers, storm doors and suggestions of long-continued cold.

Such out-of-season times are frequently the very best in which to show up seasonless goods, such as must otherwise await a period of slack interest. There is no unpleasant suggestiveness of weather out of joint. The season work that is crowding cannot be done anyway and there is a bit of enforced idleness which may as well be given up to looking at goods that might give a sort of between-seasons interest.

When any special cause of irritation that cannot be helped is known to exist it is wise to avoid letting the attention dwell upon that unless there is something to offer which, by a saving of time or a different method of construction, can be depended upon to alleviate the unpleasant condition; then, by all means, bring it to the front and make the most of the bad weather. But, unless the remedy is so direct in its operation that there can be no question about its being a remedy, better put a healing salve upon the sore before it is further irritated by a consideration of present conditions. Talk about something more agreeable, first. Try to sell something that will make the customer forget the time of year or the conditions with which he is quarreling; get him interested in something; pleased with something; anything to get him into enough better humor to admit that the beginning of time may yet arrive.

Such trifles as moods and irritations are so childish that they are often overlooked by business men who ought to know better. It is, for them, a part of their business still to be learned, that men and women, as well as children, are subject to such human weaknesses as nerves, even to the extent of weather anger and that, whether it happens to show itself in groutiness or nervous irritability, it isn't worth while to excite the sore spot when it isn't really necessary.



**REMEMBER YOUR OWN STORE.**

In making up your window display don't forget yourself, your own store. Too many windows are now seen devoted to the display of some one line of goods week after week, some kind of stock food or mixed paint until the public is prone to regard the place as belonging to the What-not Stock Food Co. or Get-there Mixed Paint Works.

It is well enough, when introducing some new line of goods, or when newly stocked up with some line of specially seasonable goods, to give them a fair hearing in the window. But do not on any account permit the impression to go out that you are second fiddle or that the identity of the Boss-stock Hardware Co. is in any way affected by the conspicuous presence of any special line of goods.

Once give the people the impression that there is nothing to the place except a lot of stock food with a little Hardware mixed in as a side line and the effect of all the other advertising will be pretty likely to be lost. The window should represent the store and not any of its individual lines excepting as that line for a time may represent the special attention of the store. Always, from behind every line of goods specially pushed, the head of the Boss-stock Hardware Co. should be seen sticking out as the big "it" in the puddle.

The custom, too, of displaying gigantic posters in the interior of the store to the point where much of the stock on sale is hidden from view, is to say the least, questionable, though it is frequently done. Posters are all right in their place and some of the artistic ones sent out add not a little to the attractiveness of any store if kept in their place and within reasonable space; if not, they become speedily an eye-sore and a nuisance. When one steps into a Hardware store and finds the whole interior plastered up with pictures of laughing hogs, gigantic cows, happy horses and impossible fowls, all advertising a certain line of stock food, the impression is one which sinks the Boss-stock Hardware Co. into oblivion.

There are Hardware stores and Hardware stores; some with space for many times the poster display of others. For these the accommodating companies send out gorgeous sections of good advertising hangers and of course the smaller concerns receive about the same quantity; it's up to the proprietor himself to know when he has got enough and is not justified in giving up more space to the same line. Let him select the best and when he has all that his space will warrant him in displaying, let him quit, and save the other hangers for a time when those first issued have been soiled. In that way both the superabundance and the dust-coated, cob-web-festooned advertising hangers will become a thing of the past and the general stock of Hardware will be a liberal gainer.

Certainly, no dealer is justified in giving up such generous space in his windows or in the interior of the store to the advertising of some special line or lines that his other lines or his own individuality is crowded out of his business.

**BE SQUARE WITH THE SALESMEN.**

BY B. A. CHAMBEAU.

The question of receiving and handling visiting salesmen in your store is one of great importance worthy of study. Did you ever hear of one of those cross-grained fellows who continues reading his paper while the poor salesman waits for him to finish the perusal of the news, get an inside price? Did you ever hear of one of those men who sends the boy to the front to say that he's out, get a tip upon an advertising market? No, sir. The salesmen are all human beings and 99 per cent. of them do unto others as others do unto them, and it is the fellow with the pleasant word, even if it's "Old man, I am glad to see you, but I don't need a thing," that gets the good things. It's the man who tries to hurry the salesman on his way and the one who remembers that he must call upon others, that gets the inside information and best treatment.

Do not misconstrue the idea. I do not suggest afternoon teas nor allowing customers to wait while you attend to the salesman, nor a I-do-not-know-what-I-need—look-over-the-stock-yourself—attitude, because friendship and business when badly mixed result in overstock. Do not order goods for the sake of ordering them—order when you need them—order when you need them and what you need. Do not be persuaded against your will to buy a large quantity of an item, but do not turn any proposition down until you have considered it, and always listen to an argument, because the ready listener is the man who learns of what is going on in the world to-day.

Please the customer as you yourself when appearing as the buyer in the business world would wish to be pleased, and sup-

ply his wants as you would have your own supplied, and you will be surprised at the easy working of the machinery in your store. Smiles and courtesies in connection with good business instinct lubricate the wheels of commerce and reduce the possible friction between the buyer and the seller to a minimum.

**LEGAL CORRESPONDENCE**

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

**CITIZENSHIP OF CHILDREN.**

QUESTION.—Is a person who was born outside the United States, but whose father was a citizen of the United States himself, a citizen, or must he be naturalized?

ANSWER.—A statute of the United States, passed in 1855, provides that "All children heretofore born or hereafter born out of the limits and jurisdiction of the United States, whose fathers were or may be at the time of their birth citizens thereof, are declared to be citizens of the United States; but the rights of citizenship shall not descend to children whose fathers never resided in the United States." It would follow that if the father was a citizen of the United States and had ever resided here, then the child would be a natural-born American citizen. But if the father, even though he was a citizen of the United States, had never resided in this country, the son would be a citizen of the country in which he was born and must be naturalized in order to become a citizen of the United States.

**CONTRACT OF EMPLOYMENT.**

QUESTION.—A employs B to work for him for two years. The contract is oral and not in writing. B works for six months and then quits without cause. A is willing to continue his employment during the term of the contract. Can B compel A to pay for the time he has already worked?

ANSWER.—The contract itself could not be enforced, because it was not, by its terms, to be performed within one year and the statute of frauds requires such contracts to be in writing. Consequently, A would have no remedy against B if he chose to break the contract and leave A's employ without cause. Neither would he have any remedy against A if he discharged him, except to recover for the work already done before his discharge. But the question here is different. B has refused to go on with the contract which A is perfectly willing to perform. He cannot recover, under the contract, because of the statute of frauds and because he has broken it. He cannot recover the value of the services rendered because the other party is willing to go ahead and fulfil the contract. The rule of law is that where a contract is entire and one party is willing to complete the performance and is not in default no promise can be implied on his part to pay the other party for a part performance.

**LIABILITY FOR NEGLIGENCE.**

QUESTION.—A man who enters the employ of an express company signs a contract by which he agrees that he will "assume all risks of accident or injury which he shall meet with or sustain in the course of such employment, whether occasioned by the negligence of said company or any of its members, officers, agents or employees or otherwise; and that in case he shall at any time suffer any injury he will at once execute and deliver to the company a good and sufficient release of all claims arising therefrom."

Is such a contract legal, and if he is injured, will it prevent him from recovering against the company?

ANSWER.—The question of the validity of such contract, it must be conceded, is a disputable one. In support of the right to make such an agreement we have decisions of the courts of England and of the State of Georgia. But the great weight of authority sustains the view that such an agreement is contrary to public policy. It is so regarded; for example, in New York, Ohio, Illinois, Maine and probably in other States. The reason that such contracts are held to be illegal and void is that their direct tendency is to destroy the motive of the employer to be vigilant in the performance of his duty of reasonable care for the safety of his employees. This, it is believed, the law should not encourage.



### BIG FIRMS SEEKING LIKELY YOUNG MEN.

A large firm of packers which operates in the larger cities of the United States and employs an army of men to look after its financial interests and handle the funds of the concern, recently offered a young man in a country town the management of one of its numerous banks, says Leslie B. Colby.

The position was one of great trust. The young man for several weeks had been managing a minor bank. He had shown business capacity and was reckoned as a model in steadiness and dependability. Yet the offer from the big firm of packers came as a surprise.

That a firm which counts by millions and not by single dollars, that has hundreds of young and promising men growing up in the business under watchful eye of the firm's own managers, should go to the outside and offer a position sought after by hundreds of others, was deemed worthy of note. Inquiry revealed the fact that the man was not unknown to them, as a glance seemed to show.

Investigation proved that he had been watched for several years by the concern offering him the position. Agents of the packing house before he was approached had looked up his record from the time he left college, and had examined into his standing both as to morals and studies while a student. They had found out what kind of a boy he had been before he entered college.

Even the record and reputation of his father had been investigated and found not to be lacking. Then when the firm was assured that he was the kind of man desired he was presented with a flattering proposition. He accepted and now is at his duties. He admitted he started the work with some trepidation, but with convictions that he could make good.

Through members of the firm it was learned the method of engaging good, bright young men in its service employed in this instance is not a rarity. This same firm at the present time has a list of twenty-five young men whom the management is considering. Some of them have been approached and are now on the "waiting list." Others do not know their names are under advisement.

One of the men in the employment department of the big firm in an interview said: "One of the greatest troubles we have to deal with in the rapid advancement of our young men is that they cannot grow with their jobs. They will 'come along fine' up to a certain stage. Then they cease to grow. It is a fact that to promote some young men is to destroy their usefulness to us."

"Then there are others," he said, "who will work well on a small salary, but if they get to making good money it takes too much of their time and thought to spend it. Prosperity ruins some of them. There are others who, when they reach a certain stage of usefulness to us, get an exaggerated idea of their indispensability to the firm."

Another method is common among the large concerns. A young man who shows brilliancy often is given a minor position and held there for months. If he proves to be a "sticker" he is not forgotten. Some fine day will see a sudden promotion for him. If he fails to fight his battles farther down the scale he either is culled out with the masses, or left to his own ends and finally resigns.

The watchful eye of the boss is on the less prominent employe far more than he is aware. It is a fact that the employer is anxious to have his promising young men make good, quite as much as the young man is desirous of making good himself. No true employer of men ever is glad to see one of his men fail. A well-earned promotion means a strengthening of the house for which he works, and the man who pays the salary is loth to let him go.—*Farm Machinery.*

### THE GIFFORD-PINEL COMPANY.

The Gifford-Pinel Company, of 140 Pearl Street, Boston, Mass., manufacturers of Contractors' and Quarrymen's Tools, has issued an attractive pamphlet illustrating a great variety of the tools of their make. The present method of work in quarries calls for many new tools adapted for use with pneumatic machinery. These tools are put to very hard usage and they must consequently be reliable in quality of material, of proper temper and of good grade of workmanship. These specifications are taken as the basis of the entire line manufactured by the Gifford-Pinel Company and the brand "G-P" is intended to mean to the purchaser, reliability. They make a specialty of high-grade Contractors' Picks. Every contractor has had unsatisfactory experience with the ordinary factory pick and has wasted a good many dollars in the endeavor to make a good pick out of a poor one. Here we have a first-class pick to start with and one that is fully warranted in every important particular. There should certainly be a good demand for picks of this grade. We

referred in our latest issue to the fact that the Gifford-Pinel Company was now represented in this city by D. B. McIlwaine, 42 Broadway, from whom all catalogues, circulars, etc., can be obtained on request.

### CATTARAUGUS CUTLERY CO.

The Cattaraugus Cutlery Co., Little Valley, N. Y., manufacturers of High-Grade Cutlery, have just completed arrangements for the erection of a \$25,000 power plant, which they expect to have finished on or about October first. After the plant is completed, they expect to use electricity for power in their factories. They are making some changes which will necessitate the purchase of a large amount of machinery and supplies used in the manufacture of cutlery, to purchase which they will be in the market largely, and request the latest catalogues and information in the following lines: Bench drills and other machinery used in the manufacture of cutlery; belting, general Hardware, plumbers', steam fitters', electrical and factory supplies. The attention of manufacturers in the above lines is earnestly requested in the forwarding of catalogues to supply the information wanted.

### DEATH OF JOSEPH H. BERRY.

Manufacturer and financier, president and largest stockholder in nearly half a hundred business enterprises, founder of the great varnish house, Berry Brothers, Limited, recognized as one of the foremost features in the industrial development of Detroit, of which city he became a resident in 1855, and the termination of whose career on May 22, 1907, will probably serve to acquaint more people with his personality, his activities and his influence, than his entire course revealed, Joseph H. Berry was born in Elizabeth, N. J., March 10, 1839. His ancestors were English and Scotch, and the family in America was founded by his father, John Berry, a native of Horsham, England, who came to the United States in 1835, locating in Elizabeth, N. J. Here the early life of young Berry was passed, and his education in the public schools acquired. He removed to Detroit in 1855 with his father.

Joseph H. Berry began his business career in Detroit as a clerk in a wholesale drug store experimenting between times with gums, eventually succeeding in producing a fine article of varnish. Without capital, his apparatus being one small kettle, he began the manufacture of his varnish, selling to the local trade himself. The knowledge with which Mr. Berry pushed the manufacture and sale of his products, a tirelessness of purpose, and a wonderful comprehension of detail bore speedy results, and his rise in the commercial field was very rapid. From the drug clerk of 1855 to the leadership among Detroit's "Captains of Industry," head of forty-nine separate firms and corporations covering a field remarkably varied in their nature, and with whose changing conditions he was in the closest touch, betokens a very remarkable man. Up to the date of his death he was broadly active, and his later days were consumed with the same ceaseless toil and concentration, the same persistence as when he first started out on his business career. Mr. Berry was uniformly courteous to all, and his avoidance of publicity was a marked characteristic.

He was a member of the Presbyterian Church and a strict disciple of temperance, having used neither liquor or tobacco in any form during his entire life. His great hobby was flowers, and his greenhouses which contained the rarest plants from all over the world were celebrated. With this beautiful trust in human nature, his grounds and greenhouses were thrown open to the public on honor, and his confidence was never violated. It is difficult to analyze the secret of a man's success, but it may be written of Joseph H. Berry that he combined technical knowledge and experience with great powers of observation and executive ability to a degree which is rarely found in men, and his taking off is a great loss to the city of Detroit and to the State of Michigan, as it removes a power for good which was not fully recognized until it ceased to exist, making a void which is hard to fill.

JOHN H. GRAHAM & Co., 113 Chambers Street and 95 Reade Street, New York, have issued to the trade several new pages for insertion in their general loose-leaf catalogue. The pages are accompanied by instructions regarding their disposition, and the company state: "All original pages in our catalogue are printed without date; new pages have date immediately under the page number, on one or both sides of the sheet, so that they can be easily distinguished from the original pages. To open the book, note carefully instructions on inside of front cover, and if you will follow the directions carefully you will have no difficulty in withdrawing the old pages and inserting the new ones."



## RECENT TRADE PUBLICATIONS

**BURLINGTON BASKET Co., Burlington, Iowa.** Catalogue of the Hawkeye Non-Rust Refrigerator Basket, which is intended to keep the contents of the Basket ice-cold. A full description of the attractive features is given, showing how it overcomes the one drawback to picnics and excursions, by affording fresh, cool refreshments. These Baskets are particularly suited to fishing and hunting trips, serving as a sort of cold storage plant, and to an automobilist they are indispensable. They are made in three sizes, all identically the same except as to capacity. This catalogue should be sent for.

**KINGERY MFG. Co., 106-108 East Pearl Street, Cincinnati, Ohio.** Catalogue of Ice Cream Freezers, Steel Packing Cans, Soda and Ice Cream Spoons, Ice Breakers, Ice Cream Dishes, Corn Poppers, Peanut Roasters of all kinds, stationary and on wheels, and hand, steam power and electric. They also manufacture Fritter Molds, Candy Furnaces and a variety of Extracts and Flavoring for candy and ice-cream makers. This catalogue shows a very unique line of goods, and those interested should write for a copy, as this company have been manufacturers for thirty-one years, and their goods are standard.

**CENTRAL STAMPING Co., 24 Cliff Street, New York.** Illustrated Price List of "Sterling" Aluminum Enameled Ware. These goods are made under the company's exclusive patents, and are of best American sheet metal, coated with ingredients of absolute purity. The metal is prepared and enameled under a process entirely new. The Aluminum process, besides filling the pores of the basal metal, causes the enamel to adhere firmly. Attention is called to the foliated effect in the mottle, and the general superiority of finish. The company are also large manufacturers of Tin Ware, Japanned Ware, Planished Ware, Pieced Ware, Britannia Ware, Copper and Brass Ware, Nickel-Plated Ware, Dairy Supplies, Sheet Iron and Galvanized Iron Ware.

**COLDWELL LAWN MOWER Co., Newburgh, N. Y.** Catalogue of their well-known line of Lawn Mowers, bound in green boards. The company state that their product is so well known to the trade that they have deemed it unnecessary to go into the detailed merits of each of the individual machines shown therein, and that the same high-grade material, workmanship and finish characterizes these goods as in the past. A general description is given of each style of Mower illustrated, accompanied by list prices. As they have had many inquiries for a suitable machine for grinding revolving cutters, they have considered it advisable to manufacture such an article for the trade, which is included in this catalogue, also their Grass Catchers and Horse Boots. Special catalogues of Motor Lawn Mowers, Lawn Rollers and Extra Parts will be mailed on request.

**CHARLES F. ORVIS, Manchester, Vt.** Catalogue of Fishing Tackle, Rods, Reels and Flies. In an introductory note the manufacturer says:

In presenting to my patrons this No. 25 Catalogue, I take pleasure in bringing to their notice such fishing and camping appliances as will meet their approval should they contemplate purchasing high-grade Fishing Tackle. The pleasure of fishing largely depends on the selection of the rod to be used; to enjoy fishing one should cast a good line; to cast a good line one must have a good rod. Now, to construct a properly-balanced rod is my aim, and the reputation of the Orvis Rod signifies how well this has been accomplished. In the construction of my rods the greatest care is used that they are properly balanced to cast the line with accuracy and ease and that the material used is of the very best, and every detail of construction from butt cap to ring tip most carefully made. The Solid Cork Hand Pieces are used in preference to all others and are as durable as they are agreeable to the hand. Banded Ferrules of my own make are made of German silver and most carefully fitted their entire length. No long metal joint with non-elasticity breaks up the action of my rods. No dowels are used, as they weaken a rod and tend to throw the joints apart. The Orvis Patent Reel Seat is simple in construction and convenient, without troublesome slide rings, and is adjustable to any reel, which can be easily placed in position or removed."

A number of Angling and Camping Books are listed in the catalogue, any of which will be sent postpaid on receipt of price. The catalogue itself will be sent free upon application.

**NORWICH NICKEL AND BRASS Co., Norwich, Conn.,** with New York salesrooms at 712 Broadway. Illustrated catalogue No. 15 of Display Frames, Individual Stands, Cornice Fixtures, Specialties and Novelties for Window and Interior Display. These fixtures are furnished in the following finishes: Nickel plate, fine brass, oxidized brass, brushed brass, oxidized copper, gun metal, bronze and copper.

**ALBANY FOUNDRY Co., Albany, N. Y.,** issue a catalogue of Argand Gas Cooking and Heating Appliances, filled with illustrations and descriptions of their product, including Gas Ranges and Broilers, Ovens, Radiators, Heaters, Pancake Griddles, Sad Iron Heaters, Asbestos Baking Sheets, Stove Mats, Jelly Cake and Omelet Pans, Pie Plates, Toasters, Portable Ovens, Gas Cocks and Tubing.

**INDEPENDENT STOVE Co., Detroit, Mich.,** have distributed their Catalogue No. 2, illustrating and describing their line of "Renown" Stoves and Ranges. They do not claim to have a large assortment, but are sure that the line of goods they are manufacturing will be found modern and up-to-date. The company are concentrating their efforts on Ranges and Oak Stoves, which contain many exclusive features of real merit, and which add materially to the value of the line, aside from the fact that they embody good talking points.

**ROCHESTER SPRAY PUMP Co., Rochester, N. Y.** Catalogue of Sprayers and Nozzles for spraying fruit trees, potatoes and other vegetables, tobacco and cotton. They may also be used for washing wagons, and windows, hen-houses, for disinfecting purposes and for extinguishing fires. A detailed description of their construction is given, as well as directions for use. The company also manufacture a line of Spray and Force Pumps, which will pump from a pail, barrel, tank, spring or creek, and a Barrel Sprayer for orchard or field spraying. This catalogue will be sent upon application.

**M. C. PIERCE SPECIALTY Co., Beloit, Wis.** Catalogue of Household Specialties, including their "Belvidere" Carpet Stretchers and Tackers, Combination Tack Puller and Hammer, Coat Hangers, Closet Loops, Mixing Spoons, Egg Separators, Safety Extinguishers, Silver Polish, Cake Tins, Dandelion Pullers and Dust Beaters, and a line of Enameled Knobs for instant application to Tea and Coffee Pots, Covers, etc. The contents also include the Warner Screen Door Brace, Staple Pullers, Kettle Holders, Coffee Mills, Metallic Bread and Pastry Boards, etc. These are all very salable articles, and the catalogue will be found of interest.

**BUCKS STOVE AND RANGE Co., St. Louis,** have issued a handsome booklet containing a reprint of an article in the *Stoves and Hardware Reporter* of St. Louis on "The Largest Stove-Making Center in the World." Of course this refers to the above-named company. A number of fine half-tone portraits are given of the officers of this mammoth concern, with views of their sanctums. A full-page bird's-eye view of the city of St. Louis forms the center of the booklet, accompanied by an exterior view of the stove plant. Then follow views of the various departments and portraits of sales managers, concluding with interesting facts regarding the city of St. Louis. This booklet is well worthy of preservation in the Hardwareman's library.

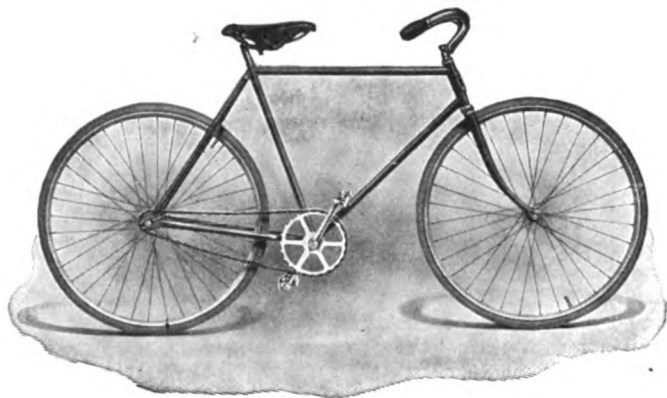
**INDIANAPOLIS BRUSH AND BROOM MFG. Co., Indianapolis, Ind.** Catalogue of Brooms and Brushes for mills, foundries, factories and steam and electric railways. In offering this catalogue, the company state: "In the following pages we illustrate and describe a line of heavy brooms and brushes which fully covers the wants of the mill, factory and railroad trade. Every article offered has been fully tested and approved by the most exacting buyers and we hope and believe that a careful reading of these pages will inspire, in the mind of the prospective buyer, the same confidence in our line that we have ourselves." These brooms and brushes are made from rattan, bamboo, bass fibre, broom corn, Tampico, hair and bristle. For years the company have made a specialty of making brushes to order for special machinery use. Every known brush material is kept in stock, and no brush is too difficult for them to make.



## NEW GOODS AND SPECIALTIES

### THE ARROW CYCLE.

The Pierce Cycle Co., Buffalo, N. Y., are the manufacturers of the Arrow Cycle, which is a new cycle, the list price of which is \$25, and for which there seems to be a growing demand. It is very graceful in appearance, and is calculated to meet the views of the buying public who require a cycle of this popular



THE ARROW CYCLE.

grade. It is made in three models: Nos. 20, 22 and 23, which are 20, 22 and 23 inch height of frame, respectively. The Frames are a special blue or black; the rims are of wood; or steel drop center, aluminum finish is provided with Enamel Forks; Arrow Brand or New Oxford Tires,  $1\frac{3}{8}$  or  $1\frac{1}{2}$  inch; with Reversible or Extension Handle Bars and two-piece cranks, 7 inch. Has Lefever Chain. Gear, 84. Bridgeport Standard Pedals and Thor Simplex Hubs. Can be furnished with New Departure, Corbin or Morrow Coaster Brake at \$5.00 extra. When ordering the Arrow Cycle specify Model 20, 22 and 23, according to height of frame desired, and there are no options aside from those stated above.

### B. & S. POCKET SCRIBER NO. 837.

Brown & Sharpe Mfg. Co., Providence, R. I., are the manufacturers of this useful little specialty of a Pocket Scriber, shown in the cut herewith, the point of which is removable and reversible. This gives added convenience to the tool and insures safety when it is desirable to carry it in the pocket. The point is



B. & S. POCKET SCRIBER NO. 837.

tempered and is held in the handle by a four-jawed chuck by which it can be set concentrically and held firmly at any position. The handle is carefully knurled for a finger grip and is provided with a hexagonal head to prevent rolling when the scriber is laid on the bench. This Pocket Scriber can be closed for carrying to about  $3\frac{1}{2}$  inches in length.

### HUBER ACCOUNT REGISTER.

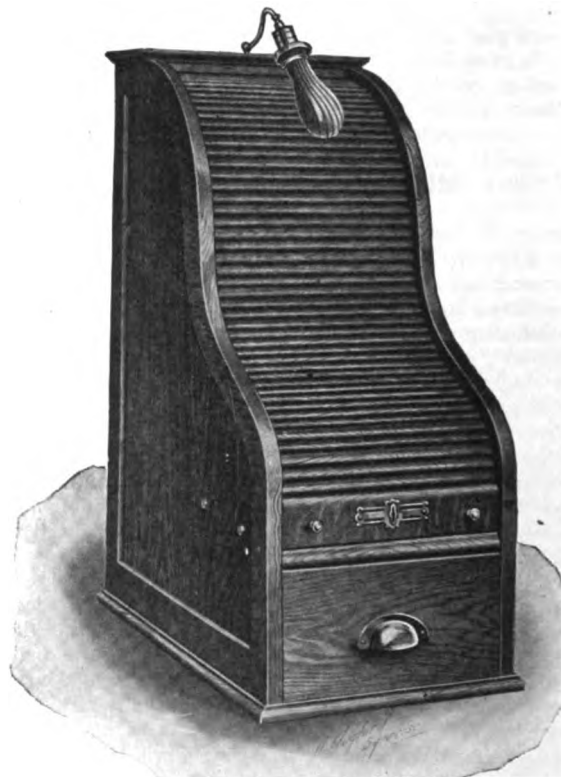
The Huber Account Register Co., Buffalo, N. Y., are the manufacturers of the Account Register, which offers it in connection with an account-keeping system which it has evolved. The cabinet is constructed of oak, with curved sides and paneled back, and is said to be finely finished throughout. The leaves which support the account slips are of carbonized leather pressboard, protected on four sides by metal binding. Aluminum leaves are furnished if desired. The springs which hold the charge slips are made of piano steel wire, and it is claimed will never lose their tension, which is even strong at all points of contact with the charge slip, holding it firmly in an upright position. At the same time the spring can be easily raised with the finger tip for the purpose of filing additional slips. Each register is equipped with a removable metal index, which may be easily arranged to accommodate an increase or decrease in number of accounts under any letter, an arrangement which makes the register self-indexing. Numerous advantages are claimed for the system in

connection with which the register is used, among which are the following: It is a one writing system, requiring no book-keeping; accounts are always up to date; it affords a positive



HUBER ACCOUNT REGISTER—OPEN.

method of limiting accounts; it prevents forgetting delinquent accounts; it reduces the number of disputes with customers; its



HUBER ACCOUNT REGISTER—CLOSED.

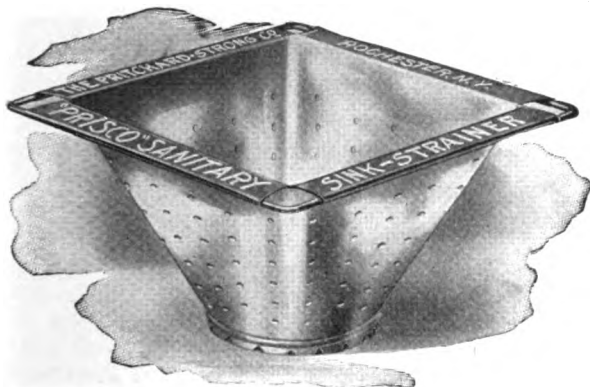
name and record cards afford positive tabulated information, ready at any moment; its daily detail system sheets form a complete record of daily transactions. Several sizes are offered,



according to the number of accounts which a merchant needs to keep. The entire cabinet, with its complete record, may be easily accommodated in the office safe, where it is protected against fire. This roll-top register, which we illustrate, is the very latest on the market, and is gotten out almost exclusively for the Hardware dealers. The points in favor of the roll-tops over our Register are, that the accounts can be locked up by simply pulling down the top of the Register, same as a roll-top desk. Hardware merchants are frequently required to temporarily leave the store or go to the basement for some goods, and this arrangement protects these accounts during his absence. The company will send full details of its system to any merchant on application.

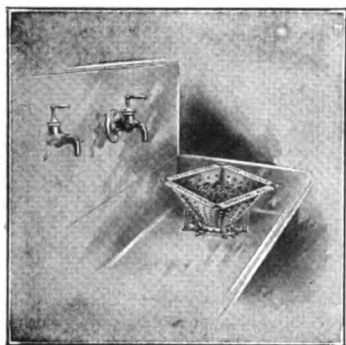
#### THE PRISCO SANITARY SINK STRAINER.

The Pritchard-Strong Co., Rochester, N. Y., among the numerous specialties of household utility which they present to the trade, are manufacturing the Sanitary Sink Strainer illustrated



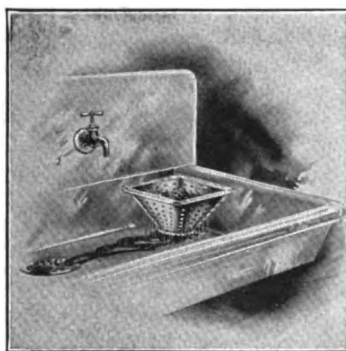
THE PRISCO SANITARY SINK STRAINER.

in the accompanying cuts. The body of the Strainer is especially durable and strong, being composed of a single piece of extra heavy bright charcoal tin. The inside of the body at the top is  $6\frac{1}{2}$  inches square, and the top flange of an extreme



AS A SANITARY COVER.

width, and is reinforced with large wire around the outer edge to give it additional strength. The perforated bottom is  $3\frac{1}{2}$  inches in diameter, and is double-seamed to the body so as



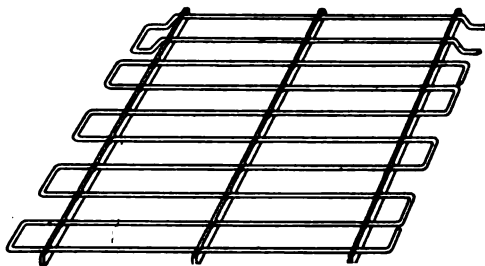
IN ITS PROPER POSITION.

not to come apart. The smaller cuts give evidence of its manner of use, and show its handy application, in one illustration of which it is shown as a sanitary cover of the sink drain, preventing the accumulation of garbage in the waste pipe. The strainer will stand on its own base when placed anywhere in the sink, or it may be suspended in a corner, as illustrated.

#### UNION STEEL OVEN SLIDES.

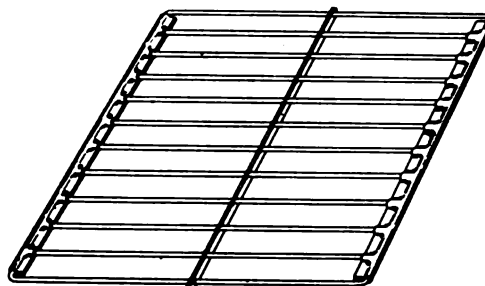
The Union Steel Screen Co., Ltd., Albion, Mich., manufacturers of Oven Slides and Refrigerator Racks, are moving into new quarters which will allow them to double their output.

This company has been making steel-constructed racks for over four years, and during that time have twice enlarged their plant. The demand for these racks has been far beyond their expectation so that their former plant was by far too small. In their present plant they have a capacity of between 5,000 and 7,000 racks per day, but when in their new quarters they will be able to double this output. The racks which they manufacture are constructed entirely of wire and steel as shown in the accom-



UNION STEEL OVEN SLIDE.

panying illustrations. The one showing the three fasteners is especially adapted for steel ranges and stoves, having continuous ledge on which the rack can slide; the further end of the cut shows the drop-end feature of this rack which allows the slide to be drawn out of the stove or refrigerator three-fourths of the way without dropping out of position, a strong feature and one which manufacturers and users greatly appreciate. The second illustration shows a rack with pressed ends, drop ends shown in front of the cut and fastener through the center of the rack. This rack is especially adapted for stoves and refrigerators where lugs or pins are used for the rack to slide or rest upon.



STEEL STOVE OR REFRIGERATOR RACK.

This rack can be made so that it will work in any stove or to fit in any stove where a cast rack will fit. The fasteners used in the construction of these racks hold the wires securely in place and give the rack added strength which could be had in no other way and at the same time allowing the top surface of the rack to be perfectly smooth. There are many advantages in this steel constructed rack over the old-style cast racks generally used by stove concerns. Some of the features are these: The racks are much lighter to handle, easier to be kept clean, are much more sanitary, there is no breakage whatever, and they are sold at a price less than the cost of the cast rack. The ordinary eighteen-inch rack by actual tests has been found to easily hold a man weighing 175 pounds without warping the rack out of shape. For use in refrigerators these racks are much desired on account of their smooth upper surface and neat appearance in the refrigerator.

The company is at the present time furnishing over fifty stove concerns in this country and Canada, as well as furnishing a large number of refrigerator concerns.

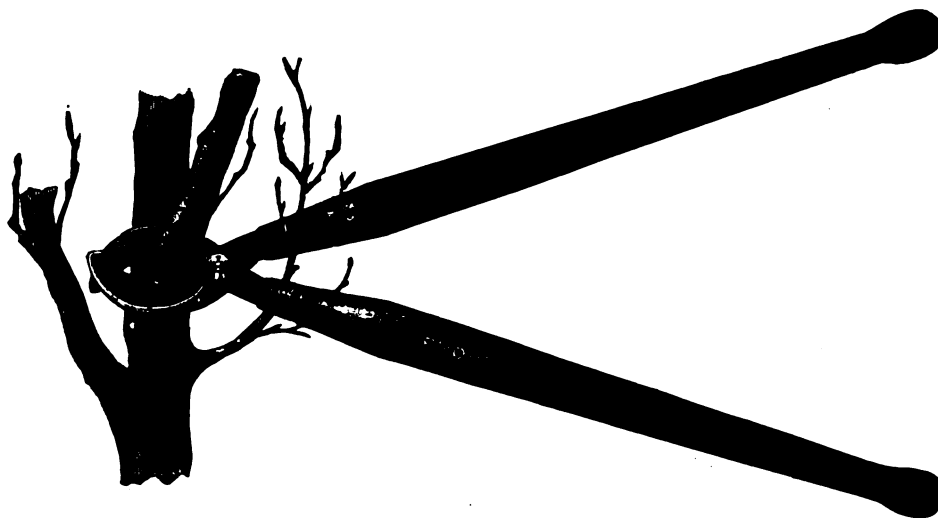
TRIUMPH ELECTRIC Co., Cincinnati, Ohio, with New York office in the Townsend Building, 1123 Broadway, owing to the increase in their foreign business with Spanish-speaking countries, and in accordance with the suggestion of many of their friends in the export trade, have issued a Special Bulletin in Spanish covering their line of "Steel Frame" Generators and Motors.

J. W. DUNHAM & SONS, Berea, Ohio. Catalogue of Land Preparers, in which are given fine half-tones of the various styles of their product, as well as sectional views of same, including Land Rollers and Soil Pulverizers, Disc Harrows, Shovel Plows, etc. Detailed descriptions are given of their construction, and numerous testimonials form part of the contents.



**RHODES DOUBLE-CUT PRUNING SHEAR.**

The Rhodes Mfg. Co., Grand Rapids, Mich., are the manufacturers of the Rhodes Double-Cut Pruning Shear illustrated herewith. This Shear is finely finished and made from the best quality of material. The shear blades are forged from tool steel and carefully ground and tempered. The handles are turned from No. 1 maple, and the ferrules are of wrought iron four inches long, with an extra ferrule one inch long on the end.

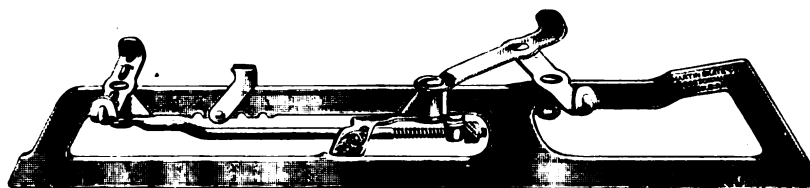


RHODES DOUBLE-CUT PRUNING SHEAR—IN USE.

There is a rivet put through the ferrule, handle and shank of shears, which keeps the ferrule and shears from coming loose from the handle. In previous attempts to make a double-cutting pruning shear, the shear blades would draw together and cut themselves; but with the Rhodes Double-Cut Pruning Shear this difficulty has been overcome by the overlapping points, as will be noticed by the cut. The points of the Rhodes Shear pass by each other before the shear cuts into the limb far enough to draw the blades, and it is impossible for the blades to draw together and cut themselves after the points pass each other. The manufacturers will pay express charges on all orders for shears to any part of the United States or Canada, or will send by mail when requested to do so.

**IMPROVED MARTIN FOLDING ICE SKATE.**

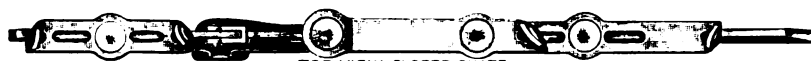
The accompanying cuts represent improvements made by the Martin Skate Co., 208-212 Camden Street, Boston, Mass., in its Folding Skate. The uprights on the skate are said to be three or four times as strong as heretofore, and the upper bar on which the heel and lever slide has been made 1-16 inch deeper



PAT. NOV. 2, 05

IMPROVED MARTIN FOLDING ICE SKATE.

and fifty per cent. thicker. The upper portions or clamps have been reinforced in all instances, especially around the holes through which the rivets pass. The heel breast is now supplied with a small vise which wedges between the heel breast and the



TOP VIEW CLOSED SKATE.

upper bar, holding the breast rigidly in place in the desired notch. The finish of the goods is referred to as being of the same high standard as last year. The 1907-1908 models include rink, hockey and racer skates. The company manufactures waterproof wallets suitable for carrying and keeping the folded skates.

**THE WITCHELL-SHEILL GOLF SHOE.**

The Witchell-Sheill Co., 11-17 West Woodbridge Street, Detroit, Mich., whose advertisement appears in this issue, while a comparatively young firm, has by its courteous treatment of the trade and studying the requirements of the sportsman, prospector, engineer, athlete and gymnast, built up one of the largest manufacturing businesses in this line to be found in the United States. They manufacture boots for ladies and gentlemen, all

heights, especially adapted for hunting, outing, prospecting, mining and all purposes where a boot is required. Their Fishing



THE WITCHELL-SHEILL GOLF SHOE.

and Wading Boot is also an excellent one. The company also manufacture Base-Ball, Golf, Tennis, Yachting, Bowling, Run-

ning, Jumping, Bicycle and Outing Shoes. We illustrate their Golf Shoe herewith. Their line is being handled by a majority of the largest dealers in the United States as well as by the export trade.

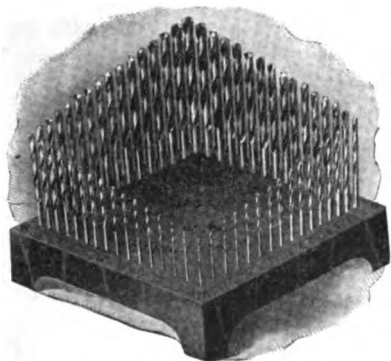
The largest vise ever constructed, being one of the regular line of the Pittsburgh Automatic Vise & Tool Co., of Pittsburgh, Pa., which has been an exhibition of the Pittsburgh Automobile Show, has proven to be one of the leading attractions there.



This tool weighs 725 pounds and has a double swivel movement of the jaws beside being provided with a swivel rear jaw. The contrast between this and the small automobile vises, which were present in abundance, formed a true scientific spectacle not visible every day.

#### "DIAMOND" TWIST DRILL SETS.

The Whitman & Barnes Mfg. Co., Chicago, Ill. are placing on the market a new coppered finish Metal Stand, of which we give an illustration herewith. This stand is equipped with sets of drills, in two sizes. The 5A set contains Jobbers' Drills 1/16

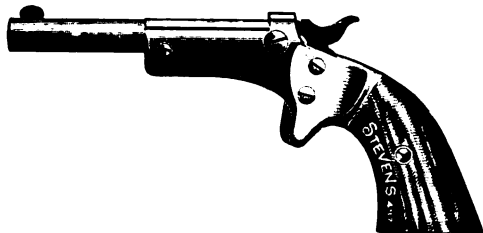


"DIAMOND" TWIST DRILL SETS.

to 1/2 inch by 64ths, while the 8A set contains Wire Drills Nos. 1 to 50 inclusive. On the 5A stand the 32nd sizes are disposed of on one side of the stand, and the 64th sizes on the other. On the 8A stand the even numbers are on one side and the odd numbers on the other. This is done for convenience in handling. Each drill fits in a hole in the block of corresponding size.

#### STEVENS "TIP-UP" PISTOL NO. 41.

Hereafter the list price of the Stevens "Tip-Up" Pistol No. 41 will be \$3.00 instead of \$2.50, an advance of 50 cents in list. Discounts remain the same. This advance was absolutely necessary and had been held off for nearly a year, hoping some



STEVENS "TIP-UP" PISTOL NO. 41.

change could be made to reduce the cost of manufacturing, but as this pistol is almost entirely hand-made, the cost of labor steadily advanced until it passed the selling price.

J. STEVENS ARMS & TOOL COMPANY.

#### A DUSTLESS SWEEPING COMPOUND.

Announcement has just been made of recently-completed arrangements by which the H. W. Johns-Mansville Co., the well-known asbestos firm, with branches in all the leading cities, has



A DUSTLESS SWEEPING COMPOUND.

acquired the exclusive sales agency for "Perolin" throughout the United States. "Perolin" is a remarkable product that solves the important problem of preventing the dust and dirt nuisance

in public buildings, stores, factories, schools and homes. In the past, various indifferent and unsatisfactory methods have been devised for this purpose. The most common method is to use wet sawdust, or sawdust, sand or salt mixed with crude oil or kerosene. All of these are ineffective—most of them are highly combustible, and, instead of cleaning the floors, leave them in an unsatisfactory condition. Wet sawdust to a certain extent allays the dust, but it leaves the floor muddy. Oily compounds assist in laying dust, but leave the floors, carpets and rugs soiled. Oiled floors are condemned by the Fire Insurance Underwriters Association because of the added fire hazard. "Perolin" is the ideal fire-proof floor-cleaning compound. Instead of laying the dust, it absorbs it. It draws the dust from cracks and crevices in the floors and from carpets and rugs. It is a powerful disinfectant, destroying all disease germs that are common with dust, leaving the air pure and wholesome, and the floor absolutely clean.

#### O-HI-O STEAM COOKERS.

In the Summer and Fall steam cookers are always good sellers in the Hardware store. The advantages of using them are readily apparent to any housewife, and it needs but a small amount of talking on the part of the dealer to effect a sale. It is necessary, however, that the dealer or salesman should know thoroughly the various points of the cooker which he is talking about, and with this necessity in mind, the O-HI-O Cooker Company, of 645 Jefferson Avenue, Toledo, Ohio, manufacturers of the O-HI-O Combination Cooker and Baker, have gone to much pains and expense in preparing valuable and important information concerning their cooker. In a handsome 50-page catalogue they present a clear and forceful argument for their cooker, fully describing its construction and many superior points, and backing up their argument with a mass of testimonials from all parts of the United States. This catalogue is interesting reading for every Hardware dealer who is ambitious to keep himself well-posted regarding the latest improvements and inventions pertaining to his business, and contains much information of practical value.



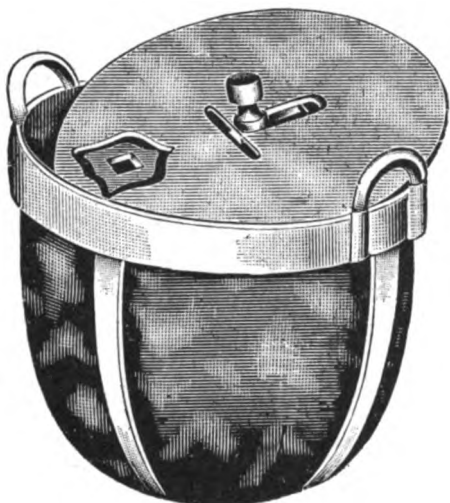
SHOWING THE COOKER.

The O-HI-O Steam Cooker not only prepares meats, fowl, vegetables, fruits and desserts better than the old way, but saves half the housewife's fuel, time and labor and cuts grocery and meat bills twenty-five per cent. A dinner for eight people can easily be prepared in the O-HI-O Steam Cooker over one hole or a gas or oil stove, while with the old method at least three and possibly four burners would be required to cook a meal for eight persons. Furthermore, when the water is once heated and the steam is on, the flame need not be more than half strength. In O-HI-O steam cooking nothing is lost by evaporation, nothing can burn, dry up or boil over and the juices of all meats and vegetables are preserved. With the O-HI-O Steam Cooker three-fourths of the hard work and all the accidents are eliminated. Nothing requires turning or watching in the O-HI-O Steam Cooker, and it is a sort of free pass for the housewife out of the worst drudgery in the whole business of housekeeping. The O-HI-O has many advantages not possessed by any other cooker, but it is impossible to enumerate them all here. The company are advertising their cookers extensively in all the leading magazines in the country, and with an order of a dozen cookers they are furnishing every merchant a handsome electrical demonstration-stand for showing the different style cookers. With this display-stand located in a prominent position in the store the merchant can secure a great many orders for cookers.



**THE BASKET BANK.**

Victor M. Grab & Co., Ashland Block, Chicago, Ill., have recently put upon the market the improved Basket Bank which they claim to be a splendid selling article. See accompanying cut. It is finished in oxidized copper and nickel and is made of the best high planished cold rolled steel, drawn and pressed into shape by a cold process under 700 tons pressure. Its locking device is unique and it registers each coin deposited in it with unfailing accuracy. On depositing exactly \$5.00 in silver dimes, the bank unlocks automatically. The next coin again locks the safe. They are also the makers of the Horse-Shoe Money Box, a pocket dime bank. It holds \$1.00. This company will for-

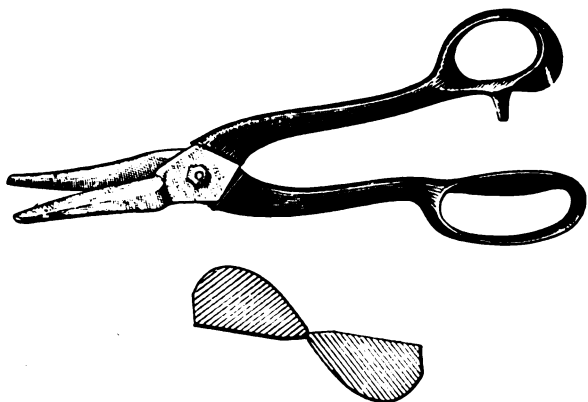


THE BASKET BANK.

ward a sample of this bank for ten cents and a sample of the Basket Bank for \$1.00. This company also protects the trade, and each merchant who desires to handle this profitable specialty is required to sign a contract to maintain the retail price before order is accepted.

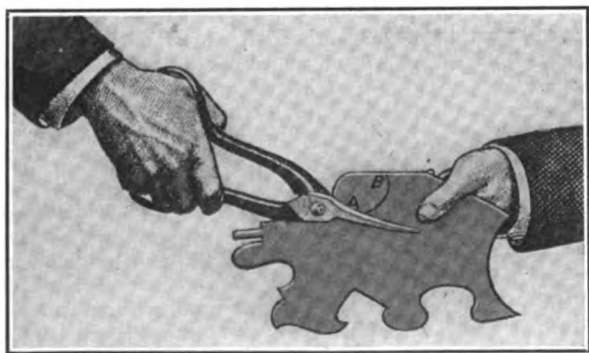
**A NEW DESIGN IN SNIPS.**

A marked improvement over the old style of tinner's snips for cutting curves in sheet metal has recently been brought out



NEW DESIGN OF SNIPS AND SECTION THROUGH THE BLADES.

by a French manufacturer. These snips, which are shown in the accompanying illustration, are brought to the attention of



THE SNIPS IN USE.

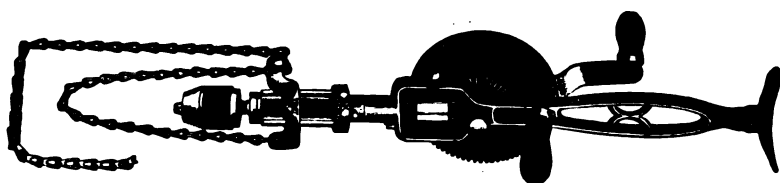
American mechanics through Bruce & Cook, 190 Water Street, New York City, dealers in tinner's supplies. It will be seen by

the illustration, not only of the snips, but by the section through the blades, that the blades are ground round, looking at first glance not unlike a pair of surgeon's forceps. This curve enables the cut portion of the metal to pass readily over the sides, so that there is no piling up or bucking of the metal against the edge of the shear in cutting. It is possible to cut irregular surfaces without removing the snips from the tin, and the annoyance often experienced when snips have to be taken from the metal and a portion of it cut away before the work can be continued is thus done away with.

The snips have a flat cutting edge, which can be readily ground when necessary. The peculiar construction is such that the snips really have to be seen and tried to be appreciated. While it is perfectly feasible to cut a straight edge with the snips, and, in fact, they are readily adapted for such work, their proper usage is undoubtedly to limit them to work not readily accomplished with the ordinary tool. The second illustration accompanying this article shows some of the intricate cuttings, which can be easily made with their use, the snips being in a position to cut along the curved line A B.

**COMBINATION BREAST AND CHAIN DRILL NO. 7316.**

The Goodell-Pratt Company of Greenfield, Mass., are putting on the market a tool illustrated in the accompanying cut, known as their No. 7316 Combination Breast and Chain Drill, suitable



COMBINATION BREAST AND CHAIN DRILL NO. 7316.

for holding round shank drills only, up to one-half inch. It has two speeds, automatic feed, cut gears, adjustable breast plate, ball-bearings, and is equipped with three feet of heavy steel chain. The machine weighs 6¾ pounds, and is approximately twenty-one inches long. It will be found a very desirable combination in places where Chain Drills are frequently used.

**THE SISAL PLANT.**

The cultivation of the sisal plant in the Bahamas has increased so much in the four years since it was introduced by Governor Shea that it is pushing the sponge industry very hard.

A writer in the *Rosary Magazine* predicts that the full development of the fibre plant will make a wonderful position for the little island in the commercial world.

The sisal plant has always grown wild on the islands, and has been looked upon as one of the greatest pests, as it was almost impossible for the native farmers to eradicate it from the soil, its hardy bayonets appearing in the midst of every crop and refusing to be destroyed.

Governor Ambrose Shea discovered that the fibre of the leaves when stripped of the outer covering of green was the firmest and whitest of rope fibres, and, soliciting the aid of English capitalists, he at once set to work to make the sisal an important item of commerce, and now the income is nearly \$1,000,000 a year to the island of Nassau.

An acre of land will produce annually half a ton of fibre, and the plants last from twelve to fifteen years. Only the poorest and scantiest soil is necessary, and no climatic effects influence the growth of the plant in the least.

All the available land in the island has been bought up by capitalists since the sisal boom, and the government has already received a fund of \$250,000 from bounties and grants, which will be used in public works on the island. The sisal industry has spread to neighboring islands, and plenty of employment is given the natives at from 50 cents to a dollar a day.

M. M. BAKER & Co., Harrison and Water Streets, Peoria, Ill., have issued their Catalogue "F" of "Odds and Ends for the Thrifty Dealer." This company are exclusive distributing agents in central Illinois for the full line of goods manufactured by the Whitman & Barnes Mfg. Co., of Chicago, and are carrying large stocks at Peoria for quick shipments. This line includes Twist Drills, Bit Stock Drills, Spring Cotters, Monkey Wrenches, Machinists' Wrenches, Combination Wrenches, Drop Forged Wrenches, Lawn Mowers, Hay Carriers, Garden Cultivators and Grindstones. They also carry a large and complete stock of Farmers', Blacksmiths' and Wagon Makers' Supplies; Repairs and Supplies for Agricultural Implements, and a full line of Thresher supplies.



**DECEPTIVE BUYERS.****SHIPPERS SHOULD NOT FILL CREDIT ORDERS FROM UNKNOWN FIRMS.**

Consul F. D. Hill, of Amsterdam, sends the following warning to the American export trade:

Amsterdam has for several years been the abode of a number of petty swindlers, who order on the strength of flaming letter heads, concerning whose operations I have previously reported. The great trouble in checkmating these schemes was due to the fact that the people swindled could not come here to prosecute the parties. These parties usually ordered from \$25 up to \$400 worth of goods, directing their shipment to well-known and reliable forwarding agents via Antwerp.

The head of a credit agency, to whom I have turned over certain letters, has recently had published in a daily Amsterdam newspaper of wide circulation an extended article, with extracts from letters, etc., showing fully the operations of these gentry, and I hope that this publicity may do some good. Our people at home should be warned in some public way. The parties bitten at home write me often inclosing bills for collection, but it is too late in their cases. Our merchants should not insist on f.o.b. New York, but they should not—at least in \$400 or \$500 orders—ship goods to people without for the first time asking and investigating their international banking references, which all genuine importers are quite willing and able to give. The slightest investigation would have saved, in one case, the loss of thousands of dollars. I suppose that during the last eight years I have had two dozen cases in which one man has ordered goods without paying for them. This man, as well as many others, is well known to the police, that department of the city government having previously published a list of these men for distribution.

**ALUMINUM INDUSTRY.****EXPANSION IN MANUFACTURE AND UTILIZATION.**

A correspondent of the *London Times* writes as follows concerning the aluminum industry:

All the works engaged in the industry are now producing to the extreme limit of their capacity, while enlargements and extensions are being planned by most of the controlling companies. Aluminum in sympathy with copper, tin, zinc, and lead has shared in the greatly increased demand, and the enormous rise in the price of copper and tin has no doubt served to widen the field of application of the rival metal. The growth of the motor-car industry, in which aluminum is now being extensively employed, has also helped to increase the consumption of the white metal.

The present annual output of the metal is between 15,000 and 20,000 tons, but as all the manufacturing firms decline to publish any figures of their production, no very exact estimate of the aggregate production is possible. All that can be stated with certainty is that the demand in England, France and the United States exceeds the supply. As regards utilization, the limitations of aluminum are now recognized and understood, and the metal is being employed to an increasing extent in the arts and industries, for work which does not demand great mechanical strength in the metal employed. For covering in the machinery and moving parts of motor cars, it is well adapted on account of its lightness, and for this purpose, and also for the interior and exterior paneling of electric-railway cars, it is being used to an increasing extent. In the metallurgical industries the impure metal is finding employment for clearing molten iron and steel from oxides before casting, and for reducing what is known as "segregation" in steel ingots. The application of the metal for household and culinary vessels, as well as for small ornaments and toilet articles, has long been known.

In America fifty-six installations of the metal for electric-power transmission purposes can be found, some of these being in connection with schemes of considerable magnitude and importance. This application of the metal has not been followed up in Europe, where doubts exist in the minds of engineers as to its suitability for outside work involving long-continued exposure to a humid atmosphere.

**METAL BEDSTEAD MARKETS.****ISLAND OF MALTA CALLS FOR ONLY THE CHEAP STYLES.**

Consul J. H. Grout reports from Valletta that if properly introduced there should be a market at Malta for American-made iron and brass bedsteads and springs, concerning which he writes:

There seems to be a large demand for these articles here, judging from the quantities that have been continually arriving during the past years. American goods of this description are yet to be seen. Almost all of the beds and springs made of iron come from England, while that country and France seem to provide brass beds. No statistics are available as to the value of these goods imported here annually, they being exempt from duty, and, as far as it is possible to say, are likely to continue to

be classed upon the free list. A prominent merchant estimates that the value may be roughly estimated at about \$25,000. Comparatively few brass bedsteads are used, the demand being for iron bedsteads of the cheapest description, costing \$2.50 each, c.i.f. Malta, less three per cent. and five per cent. These are shipped in bundles, wrapped in straw, with burlap, thus saving much in the way of cost of packing. Cheaper goods can also be obtained, but the style of bedstead which has the largest local sale ranges in cost as stated. There is no reason why American bedsteads and springs should not find a sale here, provided that style and cost laid down were made to meet local taste and requirements.

**BUILDING MATERIALS FOR CHILE.****RECONSTRUCTION OF VALPARAISO WITH WOOD, STEEL AND CEMENT.**

According to Consul A. A. Winslow, of Valparaiso, the earthquake of August 16, 1906, has led the architects and builders of Chile to study seriously the materials to be used in the future buildings, and they are more and more settling down to the use of wood, steel, and cement. The consul portrays the situation as follows:

Prior to the earthquake but little steel entered into the construction of buildings here, save in the corrugated roofing, gutters, etc., but since that time many beams, frames, and supports are being put into injured buildings to strengthen them. In one case a five-story steel-frame office building, re-enforced by concrete, has been erected, and others are contemplated. Heretofore, many of the lighter buildings have been a frame skeleton, filled in between the uprights with mud, and plastered on both the out and inside, and in many cases the outside entirely covered with corrugated iron. This is quite true of the residences in the better parts of the city, where the fewer deaths occurred during the earthquake. In the future it is proposed to use this plan more for the larger business houses, only in place of the wooden frames, steel will be used, and concrete in the place of the mud.

So far nearly all the ceilings have been made of wood or of white cotton cloth, but from now on there will be more metal ceilings used in the better structures. Nearly all the limited amount used to date has come from Germany. There is a good opening for the American manufacturer of metal shingles, and I feel sure it will pay to push the matter.

The demand for cement will be heavy here for the next few years. Portland cement comes first, and then a grade called Roman cement, which has been the kind in general use in Chile. It all comes from Europe, mostly from Germany, whose trade amounted in 1905 to 25,504,350 kilos (kilo, 2 1/5 pounds), while England's was 11,895,475 kilos, and the United States, 1,800,925 kilos.

**ARMENIAN AGRICULTURE.****POSSIBLE MARKET FOR AMERICAN IMPLEMENT MANUFACTURERS.**

The following information concerning the possibility of building up a trade in American agricultural implements in Armenia is furnished by Consul Evan E. Young, of Harput:

This consulate has repeatedly called the attention of American manufacturers of agricultural implements to the possibility of opening up a splendid market for their products in this field. The country round about is exceedingly fertile and well adapted to farming purposes. Heavy falls of snow in the Winter and the Spring rains rarely fail to provide sufficient moisture to carry the crops safely through the dry Summer season. Only the lack of suitable farming machinery prevents the farmers from reaping rich rewards. The time is near at hand when the modern plow will displace the primitive crooked stick, and when drills, reapers, mowers and other modern farming implements will be universally seen in these fertile valleys and plains.

It is for American manufacturers to say whether they will command and control this market. Stated plainly, the case is this: Catalogues will not sell agricultural machinery to the local farmers, nor can local firms be found who will send large cash orders to the United States when they can secure the same goods on credit from Germany and other countries. There are, however, reliable and energetic firms who are anxious to handle American agricultural implements on consignment, payment for goods to be made as fast as they are sold. Toward this policy American manufacturers do not at the present time seem to be favorably inclined. In my opinion, however, unless some such policy be adopted, or more liberal terms of payment extended to the local buyers, the market here for agricultural implements will soon be found in the hands of the manufacturers and exporters of other countries.

**SOUTH AFRICAN DEMAND FOR TINWARE.**

One of the recent features of South African trade which appears to have escaped general attention is the remarkable growth of this market for tinware, the demand last year more than doubling in volume, rising from \$161,587 in 1905 to \$340,772 in 1906. As in all other branches of the Hardware trade, the demand is for medium and high quality only.



## METHODS OF ABRASION.

Grinding materials form no inconsiderable portion of the stock of an ironmonger, including as they do grindstones, oil-stones, emery, corundum, carborundum, etc., made up in powders, blocks, sticks, discs, wheels, files, rubbers, and cloths. Of late years a great change has taken place in methods of abrasion for almost every kind of work. Something like a revolution has taken place in many an engineer's shop. Grinding appliances have invaded the domain of the turning-lathe, the scraper and file, the hammer and chisel, not only on account of the cheapness, but also because of the rapidity and accuracy resulting. It matters not whether the work is fettling a rough, hard casting fresh from the foundry, the trueing-up of chilled rolls, or the correct finishing of a machine part to the one-hundredth or a one-thousandth of an inch, abrasive action is applicable to all. The advantage over turning is that it need not penetrate the surface to do useful work, the minutest amount may be removed, the sparks given off being a sure test of work being accomplished.

In many cases lathe work can be dispensed with, the work from roughing-out to finishing cuts, on all kinds of cylindrical work at less cost than is possible by the ordinary lathe process, and when all conditions are favorable a cubic inch of steel can be removed per minute. In all cases where hardness interferes with tooling and cheap trueing is essential, the rapid action of the grinding-wheel in many instances removes material more quickly than is possible with a cutting-tool. The many purposes to which abrasion can be applied may be judged by the following: dressing castings and forgings, cleaning wheel-teeth, sharpening saws, tools (cutting,) knives, grinding bearings, cups, cones, punches, tapers, keys, case-hardened work, and tempered steel too hard for the file, giving a smooth surface to various articles, as thin pulleys too light to be operated on by cutting; in sheet-metal industries for grinding edges in large quantities; and for work on stone, marble, granite, glass, etc., and for surfacing guide-bars, cross-heads, connecting-rods, piston-rings, etc. For saw-sharpening it is cheaper than, and superior to, file-work, the teeth always being uniform in pitch and shape.

## WHAT AN EMERY-WHEEL IS.

Emery-wheels are composed of vitreous clays and other silicious and alkaline materials mixed with the grinding substance, moulded, dried, turned to shape while soft, then baked at a white heat for several days, turned up by a black diamond-cutter (gradually brought to the work as they are brittle under shock) or other dresser suited for the purpose. For coarse wheels the diamond tool is best. They are composed and graded for particular purposes, because if used indiscriminately they may not prove suitable, and cause dissatisfaction. It is therefore always advisable before supplying a customer to ascertain carefully his needs. It must be borne in mind that different grades are required for work in its various stages, from roughing to finishing.

For ordinary commercial purposes, emery is graded by the number of meshes to the square inch of the sieve through which it is passed. These run from 16 to 150, corn to flour. Wheels are graded by the letters of the alphabet, from soft to hard. A is extra soft, E is soft, I is medium soft, M is medium, Q is hard (medium,) U is hard, and Y Z extremely hard. The description of work to be executed should be ascertained—whether heavy or light—for sharpening tool-cutting edges or grinding surfaces; if the work is to be applied at the side or edge of the wheel; the hardness or coarseness, etc. Before handing the wheel over it should be held up and tapped lightly with a hammer to detect flaws. The makers test them by running them at double speed before sending out, but the hammer test is a simple expedient and well worth remembering. A wheel of 60 to 90 emery is best suited for milling-cutters. In use the particles of emery are loosened and detached, exposing fresh surfaces to action, the wheel cutting in proportion to the number of particles in contact with the work. A nice adjustment of the relations between work-speed, wheel speed and feed, and wheel-grade is necessary to get good results.

As the wheels wear down they should be speeded-up to allow for the loss of circumference; unless this is done results as at first cannot be looked for. For instance, a 36-inch wheel, run at a circumferential speed of 5,000 revolutions a minute, would require 530 revolutions a minute, whereas a 4-inch wheel for the same speed would require a much greater number of revolutions.

The surface-speed of the work should be proportionate to the speed of the wheel, and in any case should allow the wheel ample time to cut away the metal without springing. A light cut is best for accurate grinding, as it removes the metal without pressure or heating. A coarse wheel will generally give a better finish on hard material and a fine one is more suited for softer alloys. Wheels should be mounted true, evenly balanced, and

securely fixed to give steady running, the spindles fitting freely with some kind of elastic material between the flanges and the wheel. For ordinary work 5,000 peripheral feet a minute can be recommended, though for special purposes 7,000 or more is often used. If wheels are not run up to their proper speed they do not remove as much metal per pound of wheel as they should, and do not produce a good surface. A wheel to sharpen a wood-working tool would be of medium grade, and useless for work on a rough casting. Too hard a wheel or one driven at a wrong speed for the class of work in hand is liable to become glazed and require resurfacing, which is done by rubbing with a piece of hard emery-brick, an old file, or by returning with a diamond. If glazing continues the speed of the wheel should be reduced or a softer one substituted, because wheels that glaze are more liable to break than those that cut freely. Generally speaking, the harder the emery-wheel the less should be the surface contact, and speed of running should be regulated to the class of wheel, soft being run faster than hard. A wheel that is suitable for cutting soft steel should not be used for cast iron or hard steel, as the particles would become dull and generate heat, not producing good work. Work speeds should always bear the proper relation to the cut of the wheel regardless of the diameter of the work. The latest form of abrasive material, which is claimed to give results superior to emery, is "carborundum." It is an artificial product of coke, sand, sawdust, and salt, made in the heat of the electric arc.

## SOME USES FOR GRINDERS.

Milling and shaping machinery being more than ever employed in the engineer's shop for economy and rapidity, the various cutters used in the processes require to be kept sharp and at accurate cutting angles; correctly ground tools cut faster, stand well, and produce good work. The maker of emery wheels has kept pace with the demand for up-to-date tools and has enabled the machine-shop man to relegate to the scrap-heap old methods of softening, filing-up and retempering, for dry-grinding with a soft free-cutting wheel removing the small amount of metal and not generating sufficient heat to draw the temper.

The old-style flat-drill has been superseded by the machine-made twist-drill which is ground on scientific principles, on machines the movements and adjustments of which ensure the proper shape being given to the lips. In a properly ground drill the amount of clearance steadily increases from the periphery to the centre, thus allowing cutting freely ahead of the feed. The essential qualities required in a first-class drill are a good cutting edge, penetrative capacity, adequate clearance, and the avoidance of all scraping and jamming. In grinding, some machines have holders for the tool, which is fed to the wheel by a screw or other means. For milling cutters the sharpening takes place by passing the grinding wheel over the edges of the teeth or along the faces.

Horizontal grinding machines for surface grinding are useful for a variety of purposes and according to requirements can be used wet or dry; disc grinding is for work the diameter of which is greater than its length, by varying the angle of the head-stock the face of the work being finished convex or concave. Grinding appliances are now made in many forms, from the big roll grinders down to the handy portable wheel worked by compressed air supplied through a flexible metallic tube that allows of the tool being taken to the job, a great consideration in constructional work. In the design of some of the big tools are embodied combinations of mechanical movements in a most ingenious manner.—*Ironmonger.*

## A QUEER NEST.

George B. DeArment, founder and head of The Champion Tool Co., located at Meadville, Pa., had a most interesting find in the way of relics, while remodeling a historic residence recently purchased by him, erected and formerly owned by Gen. David Mead, one of the first settlers in Northwestern Pennsylvania and after whom the city takes its name.

Among the curios found were several horseshoe nails, each representing the painstaking handiwork of a time when all such articles were laboriously hammered out, and when shoddiness and absolutely uniform patterns were alike unknown.

There was also a much corroded 10-pound shot, an iron blanket, three military buttons and the following order which was doubtless a characteristic of the times:

AUG. the 9, 1811.

"Mr. Mead pleas to let the bear have one Dolar worth of whiskey. Charge it to my acont.

ISAC BORDEN."

Perhaps the strangest of all was a nest of eggs which was enclosed within a wall that had been sealed from access since an addition was built to the house in 1827, the latest date at which these eggs could have been deposited there.



## BICYCLES A PROFITABLE SPECIALTY FOR THE HARDWARE TRADE.--NO. 1

By G. H. DIRHOLD.

The bicycle is not by any means dead, but on the contrary is very much alive, and is again becoming more and more in evidence every day and everywhere. It has gained for itself a permanent and lasting place as a necessary article of utility and convenience.

In the larger cities it takes the place of the street cars as a matter of economy, as well as convenience, besides providing an excellent means of healthful outdoor exercise.

In the smaller towns and villages where trolley tracks have not yet gridironed the streets, there will be found thorough recognition and full appreciation of the practical utility of the iron horse. In small towns the dweller must either walk or own a horse. Walking is slow and irksome. Horses are expensive, a trouble to feed, to keep clean, and rarely convenient.

But the cardinal merits of the bicycle are its economy, its convenience, its ever-readiness for immediate use, and its celerity as a means of locomotion. To-day the bicycle is everywhere recognized as the simplest and most useful form of quick locomotion. As a ready outdoor exerciser, as a most effective medium of retaining good health, it is within the reach of all mankind and womankind, and it is just as safe for the girl as for the boy, as enjoyable for the woman as for the man. For the masses there is nothing so good as the bicycle. For the Hardware dealer no side line is more easily sold or more profitable to handle than an up-to-date line of attractive and easy-running 1907 bicycles.

The demand for good, easy running, responsive bicycles has increased enormously within the past two years. There are more bicycles being used, and every day is seeing more of them purchased, so that the Hardware dealer who fails to grasp this opportunity of adding to his trade and profits is surely willfully blind. Let him look around for himself; let him note the number of bicycle clubs that are being formed; let him note the interest of the buying public—the real, live, human interest, and he will agree that more bicycle enthusiasm is now being displayed than for a term of years.

And this condition does not exist only in one locality, but the situation is the same the world over. No, we do not see anything but good times ahead for the bicycle and the Hardware dealer who will take up the line in dead earnest. Cycling has come into its own again, and is strongly and distinctively all right. The only thing that ever was the matter with bicycling was the fad or epidemic among the richer class and which was properly called the "bicycle craze," but the present popular prices for good, well made, scientifically constructed bicycles has placed the bicycle business on a foundation that will make it the favorite with the masses for all time to come.

The present revival of the bicycle places a trade winning opportunity before the Hardware trade, that if they fail to take advantage of, they are putting aside a money-making specialty on which the sales and profits are practically boundless.

Since the old days within the memory of most of us, when the bicycle business was booming, the price has been steadily hammered down, and yet during all this time the factory competition has been so strong that, notwithstanding the large cut in price, the line of 1907 wheels offered to the trade to-day are the best bicycles the world has ever seen. The bicycles of to-day not only look good, but they are as good and safe as they look. While there may be a slight change in general appearance, the manufacturers have found a way to make their frame lines more sci-

entifically correct. The leading factories are constantly striving to attain perfection in bicycle making. For instance, here is a manufacturer who has adopted a new spindle hub; another, a flush head, and still another who has added a new and lengthier form of reinforcement. All this counts and helps the dealer selling bicycles. It proves that bicycle manufacturers—the high-grade factories—are still alive and alert, studying and striving to make good bicycles even better.

All this, together with the increased use of the coaster brake and the cushion rims and tires, the bicycle models of 1907 show a striking array of equipment, combining comfort and pleasure with easy riding and utility, as well as a strong line of selling argument for the wide-awake bicycle dealer.

Many dealers are prejudiced against handling bicycles because their memory takes them back to the time when the prospective purchaser of a wheel could ask more questions than they could answer, and were critical because of lack of knowledge regarding the line. Selling bicycles to-day is vastly different from what it was in the old days. Place your sample line of wheels on the floor and say to the first prospective bicycle customer that enters your store: "I have just purchased a line of the celebrated \_\_\_\_\_ bicycles. Note the beauty of the finish, the symmetry of the frame, the splendid equipment, the guaranteed tires, the graceful saddle, and see how easy and responsive it is to the slightest touch."

One reason why the sale of bicycles is large and comparatively easy is that several bicycles are frequently in use in one family, so that the principal requirement is to get the line started and prominently displayed in your store, then if the wheels you sell are good and reliable, each wheel sold will help to make other sales for you.

The sale of bicycles this year will be large and will continue to increase. The bicycle trade will not down, because there is nothing that can ever take its place. The factory managers report that preparations have all been made for turning out not less than 750,000 wheels for the 1907 season, and if the present demand continues this amount will fall considerably short of the current demand for the 1907 riding season.

The bicycles that help cycling and make riding a wheel truly a pleasure and a delight are the good bicycles—the high-grade wheels that have stood the test of time for years, and the equipment of which is in keeping with the balance of their high-grade construction. These bicycles command their price mainly because they are worth it and will usually out-last three or four of the shoddy-class variety which are ordered from the manufacturer with the clause: "We don't care how the machines are fitted together, or what they are made of, but they must be cheap and they must look good."

The 1907 exhibition of bicycles simply confirms the opinion that every change that has been made is with the view of simplifying, improving and modifying the wheel to suit up-to-date 20th century requirements. In frame design there is but little change. However, one notes a well-defined tendency towards seamless tubing with pressed steel connections and reinforced throughout. From all appearances it would seem that the purchaser of a 1907 mount will acquire a machine that will not soon be obsolete. Certainly, chain bicycles are here to stay, and it is hard to say how much improvement can be made with such a large combination of tire equipments and other specifications to choose from.

G. H. DIRHOLD.



## AMERICAN FILES.

The industry of manufacturing files in the United States has grown to vast proportions, some of the plants having facilities for producing from 30,000 to 40,000 per day each, and for supplying over 3,000 varieties suitable for varied uses.

The coarseness or fineness of a file is designated by certain trade terms: 1, rough; 2, middle-cut; 3, bastard; 4, second-cut; 5, smooth; 6, superfine or deadsmooth. The forms given to files, as well as other shapes and sizes, are almost numberless. Those having cutting edges extending unbroken from side to side are called "floats" or "single-cut" files, and those having two sets of such edges, crossing each other at an angle, are called "double-cut." The effect of such crossing of edges is to produce points of teeth rather than true cutting edges. Files are made in all sizes, which vary from the watchmaker's files, being very delicate and measuring less than an inch in length, and having a thickness not greater than that of a coarse bristle, to the large wood and ironworkers' rasp, which measures as great as four feet in length and five inches in width.

Files are usually made of the very best material, and great care is taken to select steel that is uniformly and highly converted. The first operation is to forge the steel into blank forms of the approximate size and shape that the completed file will eventually take, which is done much after the manner that is employed in all small work in steel, the smith taking care not to work the steel at a higher than a blood-red heat. The shapes are given by the use of dies and formers. Special care is taken in selecting fuel (coke) made from coals free of sulphur. The blanks are then thoroughly annealed, after having been forged. The finer qualities are annealed or "lighted" in iron boxes, in which they are embedded in sand. The annealed blanks are next ground into the exact shape demanded, and the scale formed during the antecedent process is removed, leaving a clean and properly-formed surface for the operations of the cutter. After grinding, the blanks are greased and sent to the file cutter.

The cutting is performed by hand, the tools used consist of odd-shaped hammers and chisels, and anvil and packing pieces of lead or pewter. The blank is placed upon the anvil, which is held secure by a strap that passes over the anvil and forms a loop in which the workman places his foot, similar to the stirrup. The workman then proceeds to cut the file by bringing the chisel in the proper position on the blank and striking it with his hammer, repeating the operations successively until the full length has been covered. The surface of the file being single-cut, or cut in one direction, a second set of cuts is made in the opposite direction, the two sets of cuts forming the angles of the cutting surface of the file.

After cutting, the files are then bent into the desired shapes, and hardened and tempered. The tong or handle end is then softened by immersing in molten lead.

A careful system of inspection is adopted by the best manufacturers, and all files found to be defective are thrown out. Those files which pass inspection are packed by dozens in boxes ready for shipment.—*American Inventor.*

## THE GASOLINE ENGINE, A MODERN CONVENIENCE.

"On the farm where milch cows are kept, I find that the gasoline engine takes the place of a hired man," writes Mrs. B. F. Wilcoxon, in *Indiana Farmer*. "Our gasoline engine runs a churn in which we can work 150 pounds of butter, runs the cream separator, turns the washing machine, and is attached to our bone cutter, which grinds up waste scraps of meat and bone, which are fed to Biddy to help produce the Winter eggs. This little engine also shells and grinds corn, with the aid of a sheller and feed grinder. Last, but not least, it saws wood for the family use.

"A gasoline engine is one of the necessities of a farm, and from my own experience I would rather have it than any hired help. Any woman can learn to operate one. My sister and I have started the engine, separated the milk, churned, washed, ground bone, shelled corn, ground feed, also sawed wood. I think an engine is just as necessary on a farm as a horse.

"A great many people believe that it is throwing money away to have such appliances to work with. You will change your mind after you have had experience with unreliable hired help. 'Well,' some say, 'we can't afford such machinery, it costs money.' That is true, but just estimate the little leaks, and the time lost in not having an engine and suitable machinery to which it can be attached. Inventive genius has turned the business bottom upward and inside out during the last fifty years."

## HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

## PATENTS EXPIRED JUNE 3, 1907.

- 429,150. LATCH. A. O'Keefe, New York, N. Y.
- 429,159. LOCK. E. C. Smith, New York, N. Y.
- 429,178. CLOTHES WRINGER. J. A. Russell, Chicago, Ill.
- 429,202. SAD IRON. A. Rosa, Milwaukee, Wis.
- 429,223. TOOL HANDLE. J. H. Wundes, Lancaster, Pa.
- 429,258. PIPE WRENCH. T. W. Bryant, Torrington, Conn.
- 429,322. LATCH AND LOCK COMBINED. C. Sanford, Madoc, Ontario, Canada.
- 429,391. HINGE. McGuire Slane, Bell Ranch, N. Mex.
- 429,400. SAW TOOTH. H. W. Wheeler, Mott, Cal.
- 429,403. SASH-WEIGHT ATTACHER. N. Zogg, New York, N. Y.

## PATENTS ISSUED JUNE 4, 1907.

- 855,443. TUBULAR LANTERN. A. T. Bishop, Southington, Conn.
- 855,447. VISE. F. W. DeTray, Aurora, Ill.
- 855,483. WRENCH. H. W. Simms, Bay City, Mich.
- 855,505. HORSESHOE NAIL CLENCHER. J. N. Doss, Wingate, Ind.
- 855,522. NAIL EXTRACTOR. H. H. Mattocks, Stella, N. C.
- 855,587. LAWN MOWER. L. Pederson, Manitowoc, Wis.
- 855,679. LOCK AND LATCH MECHANISM. H. G. Voight, New Britain, Conn.
- 855,823. GRATE BAR. H. Truesdell, Toronto, Ontario, Canada.
- 855,866. WRENCH. J. A. Scott, Marinette, Wis.

## PATENTS EXPIRED JUNE 10, 1907.

- 429,630. BOLT. W. T. Kenyon, New Britain, Conn.
- 429,629. GRASS RECEIVER FOR LAWN MOWERS. D. Johnson, Kansas City, Mo.
- 429,663. GRATER. G. H. Thomas, Chicopee Falls, Mass.
- 429,676. PIPE WRENCH. W. Cann, Atkinson, Ill.
- 429,691. COMBINATION LOCK. I. Livingston, A. Blum, A. Woltenweber, L. Westheimer and H. Cohn, New York, N. Y.
- 429,714. RATCHET DRILL. T. Bass, London, England.
- 429,812. HINGE. C. E. LaFleur, Baltimore, Md.
- 429,845. LOCK HINGE. M. A. Cutter, Allegheny, Pa.
- 429,870. WASHING MACHINE. A. Schlingman, West Alexandria, Ohio.

## PATENTS ISSUED JUNE 11, 1907.

- 856,214. DOOR LOCK. A. J. Berger, Milwaukee, Wis.
- 856,225. MOP WRINGER. H. Colby, Spokane, Wash.
- 856,229. WASHING MACHINE. Peter Cunneen, New Rochelle, N. Y.
- 856,235. MOP WRINGING MACHINE. M. A. Elliott, Waterville, Me.
- 856,302. WINDOW SHADE FIXTURE. D. Rosenberg and J. B. Hartnett, Providence, R. I.
- 856,312. HEDGE TRIMMER. H. W. Sykes, Norfolk, Va.
- 856,366. GAS STOVE. E. Quack, Elberfeld, Germany.
- 856,397. SHAKING MECHANISM FOR GRATES. F. N. Dillon, Fitchburg, Mass.
- 856,434. SHINGLING GAGE FOR HATCHETS. C. Vollmer, Dunnigan, Cal.

The Pittsburgh Automatic Vise & Tool Co., general offices, Pittsburgh, Pa., manufacturers of the celebrated line of "Pittsburgh" Vises, have recently placed their St. Louis, Mo., business in the hands of the Southwestern Engineering & Supply Co. of St. Louis. Similar to the home company, the Southwestern Engineering & Supply Co. are composed entirely of young, energetic and practical men, thoroughly trained in the Twentieth Century methods. They will carry a large supply of the "Pittsburgh" Vises in stock at all times in order to fill all orders promptly. A large staff of mechanical experts stand ready at all times to answer any calls or inquiries for practical demonstrations of the "Pittsburgh" Vises.

HOOSIER DRILL CO. DIVISION. American Seeding Machine Co., Inc., Richmond, Ind., have distributed a series of catalogues of Grain Drills, Seeders, Corn Planters and Drills and Cotton Drills.



## OUR BRITISH LETTER.

LONDON, June 11, 1907.

### IMPLEMENTS AND MACHINERY.

The sale of agricultural implements and machinery always becomes one of increasing interest as the harvest season approaches. At this time of the year ironmongers are busily engaged in canvassing their agricultural clients for orders for new implements, and especially for harvesting accessories. Every season brings with it the need of new hay forks and rakes, which are constantly wearing out; even machines will not last forever, and hayrakes, mowers and tedders require repairs, and now and then the enterprising ironmonger is rewarded by the sale of a new machine, although the profit on such machinery is brought down to a comparatively low figure, the ironmonger's turnover is materially increased when a few mowers and reapers are added to the month's sales. It is astonishing how alert farmers are becoming, and how much better informed on all matters appertaining to their machines they are now than in former times. Much of this education is technical and scientific matters is due to the persistent exhibition of improved appliances by manufacturers, and as I have frequently mentioned before, American makers have gained a very strong hold in this country, and British farmers oftentimes point with pride to the beautifully-finished and well-balanced harvesting machinery at work in their fields. The International Harvester Co., through its different divisions, may well claim to have introduced into this country many of the implements and machines now in use. During the past few days, the Bath & West Show, the agricultural exhibition only second in importance in this country, has been held under very favorable conditions at Newport, Monmouthshire. This annual event is visited by West and South of England farmers, and implement agents and their clients meet annually round the stands of manufacturers, pointing out and observing the chief points of interest which have been added to the different machines since their last gathering. Probably the stand of the International Harvester Co., at Newport, was the most diversified on the field, inasmuch as it contained such a very wide selection of harvesting goods, and the different machines so tastefully arranged presented a series of names, the popularity of which is without parallel in this or any other country. There were "Deering" harvesters and binders, "McCormick" binders, "Osborne" mowers and "Milwaukee" hay rakes, as well as "Plano" vertical mowers. Several American petrol engines for farm purposes were also shown. The Walter A. Wood M. & R. M. Co., showed "Admiral" mowers, and their popular "New Century" harvester and binder. The Massey-Harris Co., Ltd., had examples of their open-end binder and transport, as well as spring time cultivators. Of course such well-known firms as The Frost & Wood Co., Ltd., and other Canadian manufacturers were present, and once again demonstrated the superior advantages of their carefully devised, well made, and beautifully finished hay harvesting appliances. By the time this letter reaches you, preparations will be well advanced for the Royal Agricultural Show, which will be opened at Leicester on the 25th inst. That event is being looked forward to with great interest by farmers and implement agents alike, and as His Majesty, the King, has signified his intention of being present, and once again showing his concern for agricultural prosperity, doubtless the function will be attended by a very large number of those interested in the betterment of the agriculturist, as well as the commercial element deriving its support from the great agricultural classes.

### THE FORTHCOMING IRONMONGERY EXHIBITION.

In my next letter I hope to send you a report of the Ironmongery, Hardware and Allied Trades Exhibition and Market, which is to be held at the Royal Agricultural Hall, London, July 9 to 19, under the auspices of the Ironmongers' Federated Association, Incorporated. One of the most curious features in connection with the programme arranged for the exhibition is a competition in which a prize of £5 5s 0d is to be awarded for the best fire-guard, which can be retailed at 1/6 (36 cents). The object of the donor of the prize is to provide a thoroughly reliable and yet inexpensive fire-guard with a view to prevent the growing infant mortality caused by neglect of proper precautions to prevent children from falling in the fire when left in a room with an open fire unprotected. It is then intended to

run this particular guard, and the members of the I. F. A. I. hope to boom it for all it is worth.

### CATALOGUES, SHOWCARDS AND POSTERS.

Every now and then these three advertising mediums come up for review. Manufacturers are naturally anxious to make the most of their outlay, often very considerable. Retailers ought to be equally as anxious, but often neglect their opportunities. The grievances of the one and the negligences of the other bring up points worth looking into. One of the great drawbacks to the proper use of catalogues is the uncertainty of their arrangement, to which may be added irregularity of size and the wide difference in the actual cost of the goods illustrated and described, some being priced net, others subject to the long discounts for which the Hardware trade was once noted. Efforts have been made to obtain uniformity in size, in discount, and also in classification. So far no great advance has been made, although it would appear that manufacturers are realizing the importance of dealing with the matter in future publications. Showcards are often really inferior productions and wasted expense. If showcards are to be made useful they must be attractive; they must have some pointed allusion to something the retailer can sell, and they should be satisfactory specimens of the printers' art. If these points are kept in view, it is only reasonable to expect that the retailer must do his share in exhibiting them in suitable situations where they can be seen and appreciated. Posters are invaluable both in town and country, and the important schemes for exhibiting such show bills now practiced show how those who have studied advertising in its various forms have learned to regard show-bills as an important factor in its success. Again, the retailer must do his share of the work, and although he may obtain a free grant of printed matter, he must not grudge some slight outlay in order to make it remunerative. I allude to these matters because they touch retailers in America as well as in England, and they have some bearing upon the manufacturers in the United States, whose publications and literary matter, often of a very high order, are fully appreciated by those who receive them in this country, and when they conform to the necessities outlined above they are doubly welcome. American advertising is frequently copied by the most advanced publicity departments in this country, and, although John Bull may be very conservative, he is not too proud to pick up hints, and even at times to copy the commercial schemes of his American cousins, and in no branch of commerce have the American stars shone brighter than in advertising publications.

### FOREIGN COMPETITION.

It is rather strange to hear of the different scares which crop up from time to time in commercial circles in reference to foreign competition, and yet after all the policy of live and let live is the best. Most of the foreign fields of enterprise are wide enough, and there is room for the American as well as the Britisher, and oftentimes the German competitor, apparently dreaded alike by American and Englishman, can find a foothold without materially injuring the trade of either of the English-speaking countries referred to. At the recent banquet of the Hardware Pension Society already referred to, the chairman in his speech mentioned the keen competition going on in all parts of the world, and especially in the metal trades where Germans and Americans were severe competitors with the makers in this country. He consoled himself with the fact that the present exceptional prosperity now ruling throughout the Hardware trades was likely to continue, and that the English makers of raw material and manufactured goods might safely count on a considerable spell of prosperity, notwithstanding the great competition. Doubtless this happy thought may be reciprocated by Americans, and amidst the unexampled prosperity now experienced in the United States, a spirit of goodwill may well prevail, and although Americans and Englishmen may always be commercial rivals on competitive points, doubtless they will continue to trade together, to buy and sell each other's goods in the future as much, if not more, than they have done in the past. That the present prosperity in the metal trades may be experienced by both countries is doubtless the wish of nearly the whole of those engaged in the craft.



## ARKANSAS RETAIL HARDWARE ASSOCIATION

The eighth annual Convention of the Arkansas Retail Hardware Association was held in Convention Hall of the Hotel Marion, Little Rock, on June 11-13, 1907. The Association is becoming one of the strongest mercantile organizations in the State. It was organized in Little Rock on June 12, 1900, by thirty-one Hardware dealers. The meeting was called to order by President Mitchell at 10.00 a. m. Rev. Ben Cox was introduced and offered a feeling invocation, touching upon the appropriateness found in the beginning of business, as well as religious enterprises, with the sentiment of reverence.

He was followed by J. N. Heiskell, editor of the *Arkansas Gazette*, who delivered an address of welcome, assuring the visitors of the hearty greeting that went out to them from the people of the city as a whole, and interspersing his remarks throughout with a wit both cogent and entertaining. The response for the active members of the Association was made by Hamp Watson, of Jonesboro, who expressed the appreciation of the body as a whole. W. N. Brandon, of the Phillips & Buttorff Mfg. Co., Nashville, Tenn., made the response to the welcome on behalf of the associate members of the Association. Mr. Brandon said that the traveling men took a deep interest in the meetings of the retail Hardwaremen, and felt a pardonable pride in being associate members of the organization. He intimated in humorous contrast that while traveling men on such occasions might not be able or really inclined to sell the merchants anything, they were at the same time often in possession of some "inside information" that the merchants might not know anything about, and that might be of valuable service to them.

These addresses were followed by the report of the Executive Committee through its chairman, John M. Pittman, of Prescott, and by the announcement of the features of the entertainment provided for the visitors, John H. Martin, of the Martin Arms Co., Little Rock, making the announcement on behalf of the Little Rock retailers, manufacturers and jobbers.

Then came a season of general remarks by members and visitors, much enjoyed, and full of fine fraternal feeling.

At the afternoon session, President Mitchell delivered his annual address, which was an exceedingly able and interesting one, and listened to attentively by the members present. The report of C. E. Taylor of Little Rock, secretary and treasurer, was also given. This was followed by a paper, "Needed Legislation," by R. F. Roys, Russellville. Reports of the Committees on Membership, Grievance and Auditing, and the disposition of new business took up the remainder of the afternoon.

### WEDNESDAY'S SESSIONS.

The second day's sessions were full of interest. The first feature of the morning session was the Question Box conducted by Hamp Williams with his characteristic tact in handling his department. It was found that so many queries of interest had been deposited in the box that it would be impossible to discuss them all at this session, and it was accordingly voted to leave this feature open at all remaining sessions, to be taken up at the pleasure of the Association.

The paper, "Freight Rates," assigned to J. D. Mayes, of Helena, was not read from the fact that Mr. Mayes was not present at the morning session. Recognizing the importance of the topic, however, the Association did not care to pass it without discussion. It was made a topic for general discussion and elicited much that was valuable in the way of information and suggestion. There were a number of members participated. As the result of the facts and figures brought about by these informal talks, the Association decided it would be a wise step to appoint a committee to confer with the directory of the Little Rock Merchants Traffic Bureau, looking to admission, if advisable, of the members of the Association in the Traffic Bureau. It was felt that such a step would naturally bring them into closer relations with perhaps the most influential traffic body in the State, the results of which are perfectly patent for the good of the Association. The committee is composed of A. D. Malone, C. F. Wingfield and Hamp Williams, all of whom are well versed in freight conditions as well as in the Hardware business, and the conference with Secretary Bragg and other members of the Traffic Bureau was held before the adjournment of the convention.

Following the discussion of freight rates came a splendid address by Secretary George Russ Brown, of the Little Rock Board of Trade, on the pertinent subject, "Why Our Business Men

Should Recognize the Resources and Possibilities of Arkansas." The address was to the point, and along a line with which no man in the State is better qualified to speak than was Mr. Brown.

At the afternoon session a paper was to have been read by C. T. Rosenthal, of Batesville, on "A Lifetime in the Hardware Business in Arkansas," but owing to the absence of Mr. Rosenthal, the paper was not read at that time.

"How to Take an Inventory" was the subject of a paper read by J. B. Hurley, of Warren.

In the evening at the Convention Hall of the Hotel Marion, the Hardwaremen and their guests were entertained at a smoker given by the Simmons Hardware Co., of St. Louis. During the evening John Hall, sales manager for foreign countries of the company, gave an address on "The Hardware Trade in Foreign Countries." The address was illustrated by stereopticon views. Mr. Hall was formerly a traveling salesman for the company, and his territory was in the States of Alabama, Mississippi and Florida. It was an interesting address, full of personal experiences, and so was welcomed by the members with every pleasure imaginable. In the course of his address, Mr. Hall said:

### ADDRESS OF JOHN HALL.

"The battle royal for business is between England, Germany and the United States, and the commercial war is being waged with great intelligence by an army of salesmen from each country, drilled and trained, who know their business and know how to talk it. Some of the Hardware salesmen here to-night—you men who carry the catalog and you men who stand behind the counters—think at times you have competition. You do not know what it means, and I say to you in all seriousness that I have proven to my own satisfaction that nowhere in the battle, either in wholesale or retail, in this or any other country, is there any such thing as competition. The word has no place in the Hardware dictionary. It is a condition existing only in the imagination.

"When we fail to make a sale, let us be honest and put the blame where it belongs—on ourselves; do not blame the other fellow. Sum it up as a state of not being ready, not being equipped, not being properly trained when we went into the

### COMMERCIAL RANK.

"The United States has only about three per cent. of the world's population and is producing, in 1907, fully twenty-five per cent. of the world's gold, 30 per cent. of its silver, 40 per cent. of its iron, 42 per cent. of its steel, 45 per cent. of its coal, 50 per cent. of its petroleum, 60 per cent. of its copper, and 75 per cent. of the cotton. Can you wonder at the great prosperity of the nation, or that with a basis of such a percentage of the raw material, that our Hardware should find its way into the foreign markets?"

The speaker took up the various countries of the world and explained where they buy their goods. In Canada the salesmen from America travel as they do in the United States. In Mexico the Hardware merchants are mainly German and Swiss. American salesmen travel in Mexico. The Central American republics embrace Guatemala, Honduras, Salvador, Nicaragua, Costa Rica and Panama. The business of the Hardware trade of the United States in these countries is mainly mail order. Cuba and Porto Rico are supplied mainly from the United States.

South America he treated as a whole. The United States, England and Germany send traveling men to all the countries and all of the principal cities. The United States supplies the high grades of Hardware. The merchants order in large quantities and are good pay.

British South Africa, of which Cape Town is the principal city, uses a great deal of American Hardware. The Philippine Islands, which are part of the United States domain, buy large quantities of Hardware from the United States.

Only the large cities of Japan were considered. The merchants deal with the United States direct and with American importers located in Japan. China uses so little high-grade Hardware that it is hardly taken into consideration.

India is under British rule. The Americans, however, have trade schools established in the large cities. The vast country north of India is unknown, commercially speaking.

American salesmen traverse Australia and Tasmania and some work only in New Zealand. All of the Pacific Islands use Hardware from the United States.



England, Scotland and Wales use enormous quantities of American Hardware. They buy high-grade goods. France is a great American Hardware territory. Germany, Switzerland, Belgium, Austria and Hungary are all large buyers. The same is true of Russia, Spain, Italy and the Balkan States. The Scandinavian countries, Denmark, Norway and Sweden, buy largely in the United States.

One of the summing-up statements made by Mr. Hall was: "The American Hardware salesman goes to all countries; none escapes him. He fights the great battle of pushing the American Hardware with varying success. He has much to contend with; his work is hard, but his glory is great. He is an educator and a strong character wherever you find him."

#### THURSDAY MORNING SESSION.

George L. Turner, of the John Deere Plow Co., St. Louis, read a paper on "A Neglected Line in Arkansas—The Vehicle and Implement Business."

After discussion, Mr. A. B. Walker, treasurer of Bracy Bros. Hardware Co., of Little Rock, gave a talk on "Window Dressing."

One of the most important acts of the closing session was the extending of an invitation to the National Hardware Dealers' Association to hold its next annual meeting in Little Rock. E. E. Mitchell was appointed as a delegate to the National Association, and he left for Boston to extend the invitation. The National Association convenes in that city.

Following are the officers and committees elected:

President—J. A. Plummer, of Marianna.

First Vice-President—R. F. Roys, of Russellville.

Second Vice-President—J. P. Simpson, of Malvern.

Secretary-Treasurer—C. E. Taylor, of Little Rock.

Delegate to the National Convention—E. E. Mitchell, of Morrillton.

The Executive Committee as named includes the following: John M. Pittman, Prescott; Frank B. Gregg, Little Rock; N. T. Richmond, Fort Smith (terms expiring 1908), and E. E. Mitchell, Morrillton; Hamp Williams, Hot Springs; J. H. Morgan, Camden, and J. S. Edmiston, Cane Hill (terms expiring, 1909).

Routine business connected with the closing of the Convention was next, the programme being as follows:

Question box.

Reports of committees on resolutions, press, membership and nominations.

Election of officers.

Installation of officers.

Unfinished business.

Announcement of standing committees for year ending June, 1908.

Adjournment.

#### THE MAKING OF TURPENTINE.

The work in a turpentine orchard is started in the earlier part of the winter with the cutting of the boxes. Until some years ago no trees were boxed of a diameter less than fourteen inches; of late, however, saplings under ten inches in diameter are boxed. Trees of full growth, according to their circumference, receive from two to four boxes, so that the 1,000 boxes are distributed among 400 to 500 trees on an area of 200 acres.

The boxes are cut from eight to twelve inches above the base of the tree, seven inches deep, and slanting from the outside to the interior, with an angle of about thirty-five degrees. In the adult trees they are fourteen inches in greatest diameter and four inches in greatest width, of a capacity of about three pints. The cut above the reservoir forms a gash of the same depth and about seven inches of greatest height. In the meantime the ground is laid bare around the tree for a distance of two and one-half to three feet, and all combustible material loose on the ground is raked in heaps to be burned, in order to protect the tree against danger of catching fire during the conflagrations which are frequently started in the pine forests by design or carelessness. The employment of fire for the protection of the turpentine orchards against the same destructive agency necessarily involves the total destruction of the smaller tree growth, and if left to spread without control beyond the proper limit often carries ruin to the adjoining forests.

During the first days of Spring the turpentine begins to flow.

and chipping is begun, as the work of scarification is termed, by which the surface of the tree above the box is laid bare beyond the youngest layers of the wood to a depth of about an inch from the outside of the bark. The removal of the bark and of the outermost layers of the wood—the "chipping" or "hacking"—is done with a peculiar tool, the "hacker," a strong knife with a curved edge, fastened to the end of a handle bearing on its lower end an iron ball about four pounds in weight, to give increased force to the stroke inflicted on the tree, and thus to lighten the labor of chipping. As soon as the scarified surface ceases to discharge turpentine freely, fresh incisions are made with the hacker.

The chipping is repeated every week from March to October or November, extending generally over thirty-two weeks, and the height of the chip is increased about one and one-half to two inches every month. The resin accumulated in the boxes is dipped into a pail by a flat trowel-shaped dipper, and then transferred to a barrel for transportation to the still. In the first season from six to eight dippings are made. The 10,000 boxes yield at each dip forty barrels of "dip" or "soft gum," as it is reckoned in Alabama to be, of 240 pounds net weight. The flow is most copious during the height of the summer (July and August), diminishes with the advent of cooler season, and ceases in October or November. As soon as the exudation of the resin is arrested and the resin begins to harden under the influence of a lower temperature, it is carefully scraped from the scarified surface and the boxes with a narrow, keen-edged knife attached to a long wooden handle.

#### THE DISTILLING PROCESS.

In the first season the average amount of dip amounts to 280 barrels, and of the hard gum or scrape to seventy barrels. The first yields six and one-half gallons of spirits of turpentine to the barrel of 240 pounds net, and the latter thirty-one pounds to the barrel, resulting in the production of 2,100 gallons of spirits of turpentine and 260 pounds of resin of higher and highest grades. The dippings of the first season are called "virgin dip," from which the finest quality of resin is obtained, graded in the market as water white (WW) and window glass (WG). In the second year from five to six dippings are made, the crop averaging 225 barrels of soft turpentine and 120 barrels of scrape, making altogether about 1,900 gallons of spirits of turpentine.

The resin, of which about 200 barrels are produced, is of a lighter or deeper amber color, and perfectly transparent, of medium quality, graded as I, H and G. In the third and fourth years the number of dippings is reduced to three. With the flow over a more extended surface, the turpentine thickens under prolonged exposure to the air and loses some of its volatile oil, partly by evaporation and partly by oxidation. In the third season the dip amounts to 120 barrels, with the scrape to about 100 barrels, yielding about 1,100 gallons of spirits of turpentine and 100 barrels of resin of a more or less dark color, less transparent, and graded F, E and D.

#### J. STEVENS ARMS & TOOL CO.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., inform us that they have a series of three half-tone electros, any one of which they will be pleased to furnish to any Hardware or sporting goods merchant applying for same. We illustrate one of the cuts forming the series herewith, showing a hunting scene. These cuts are especially adaptable for illustrations on letter-heads, invoices, etc., and can also be appropriately used in connection with circulars printed on coated paper to be distributed among local sportsmen. This supplementary advertising would no doubt prove very beneficial to the enterprising Hardware or sporting goods merchant who avails himself of it. A request for



**STEVENS  
ARMS**  
GIVE UNIVERSAL  
SATISFACTION

one of the three electros will be gladly complied with, and they will be pleased to send one of the latest Stevens small letter-head half-tone electros, to any dealer who wishes same. These cuts do not only embellish and ornament, but are of practical use in advertising Stevens arms, and bringing same directly to the attention of the recipient of the merchant's letter, invoice or descriptive circular. The half-tone electro referred to above can also be used to excellent advantage as an illustration on a merchant's regular correspondence envelope.



## THE RICHMOND CONVENTIONS

### Seventeenth Annual Convention Southern Hardware Jobbers' Association AND Twelfth Semi-Annual Convention American Hardware Manufac- turers' Association

Tuesday, Wednesday, Thursday and Friday  
June 11, 12, 13 and 14, 1907

It was a most happy choice on the part of Manufacturers and Southern Jobbers to make Richmond their place of meeting—Richmond, the capital of old Virginia, situated on the banks of the historic James River. On its public squares and in its beautiful parks and cemeteries the visitor will find many monuments erected by its patriotic citizens to honor its illustrious dead. Round about the city are noted battlefields. On every hand "he who runs may read" and refresh his knowledge of history and awaken patriotic sentiments from a wealth of historic memories of three great wars, which cannot be equalled by any other State in the Union.

The chief charm of Virginia is that it is the birth place of the nation, for it was here three centuries ago on the James River, about thirty miles from Hampton Roads, that the first permanent English-speaking settlement was established on the North American Continent. As always, so now, Virginia's sons and daughters vie with each other for the privilege of bidding welcome to the stranger within their gates, and every one of the 500 delegates and visitors at this Convention was received with true Southern hospitality.

#### JOINT SESSION OF JOBBERS AND MANUFACTURERS. OPENING SESSION.

TUESDAY MORNING, JUNE 11.

The Convention met in joint session with the American Hardware Manufacturers' Association at the opening meeting in the banquet hall of the Jefferson Hotel.

Seated on the platform were President F. B. Dunlop, of the Jobbers' Association; President Charles W. Asbury, of the American Hardware Manufacturers' Association, and other officers of the two Associations.

Almost 500 delegates and visitors were assembled.

President Dunlop opened the proceedings by introducing Rev. Dr. F. T. McFaden, of the First Presbyterian Church, of Richmond, who invoked the Divine Blessing upon the Convention. "America" was then sung, led by Mayor McCarthy, of Richmond.

President Dunlop, of the Southern Association, then addressed the meeting with the following words of welcome:

#### PRESIDENT DUNLOP'S ADDRESS OF WELCOME.

*Ladies and Gentlemen:*

We have assembled this beautiful morning to inaugurate the Seventeenth Annual Convention of the Southern Hardware Jobbers' Association, and to discuss those men and measures that retard or contribute to our mutual welfare in the confident hope that wise counsel will prevail throughout our deliberations.

I am happy to have the honor of welcoming you upon this occasion. As a Southerner, I am proud of the history of this grand old State. The curtain dropped long years ago upon the mournful scenes of carnage that once enveloped her, and time has beautified and comforted and healed, until there is nothing left of the late unpleasantness but graves and garlands and monuments and veterans and precious memories.

The grass now grows green where but a few years ago Death sat on his pale horse, beckoning the blue and the gray to their last resting place, and the roses now bloom where heroes once bled and died.

Virginia clasps hands with the balance of the country to-day and the North and South are one and inseparable.

I welcome you all with open arms—especially the ladies. I greet you with the hope that every hour of your stay here may be both pleasant and profitable, and that you will take away with you to your homes nothing but pleasant memories of this occasion.

What a world of meaning there is in the word "welcome," when it comes from the heart. It means more than we can express and, therefore, I shall condense a whole volume of greetings in the single word, "welcome." (Applause).



THE JEFFERSON HOTEL.

President Dunlop then introduced

**HON. CARLTON MC CARTHY, MAYOR OF RICHMOND.**

who welcomed the delegates on behalf of the city of Richmond.

He said in part:

#### WELCOME TO RICHMOND.

*Mr. Chairman, Ladies and Gentlemen:*

It gives me very great pleasure to welcome to this city these two great Associations, representing in one branch the South and in the other branch the whole country.



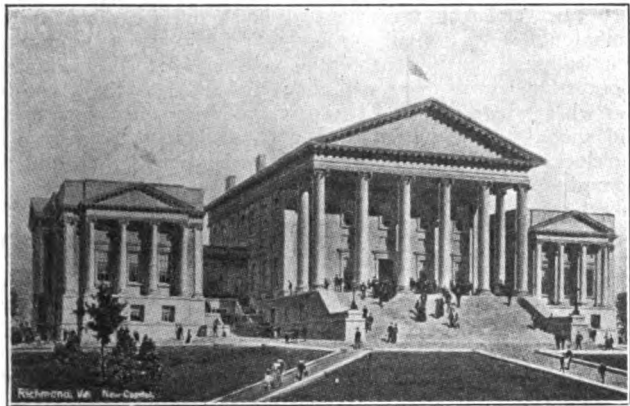
CITY HALL AND WASHINGTON MONUMENT.

It is natural and proper that Conventions should assemble in the city of Richmond. It has always been a great place for meetings. Forty odd years ago two hundred thousand people met in Convention in the city of Richmond, and they had an exceedingly disagreeable time. (Laughter). Then they practiced the arts of war. Now we practice the arts of peace. It is a won-



derful city. No other city in America can unite with such facility the Confederate battle flag and the Star Spangled Banner. We take them all in and enjoy ourselves with both flags. Within the last week we have had more Confederate flags in Richmond than existed in the South from Virginia to Texas, during the war. We have them of all sizes, large and small, from a stickpin up to fifteen feet long, and nearly all of them made in New York. (Laughter).

We are just celebrating the Three Hundredth Anniversary of the city, and we are about to deprive Plymouth Rock of its distinguishing characteristics as a Blarney Stone of America. We have rediscovered Jamestown, and we are calling the attention of the country to the fact that Boston is not the centre of civilization, progress and education, but that the centre of those things



NEW CAPITOL.

is right here in Virginia. (Laughter). We have the original settling point. Plymouth Rock is able to take a back seat now and let the country consider Jamestown for a while. We were thirteen years ahead of Plymouth Rock, and we have kept ahead of Plymouth Rock ever since, in my opinion. (Laughter).

The city of Richmond is unique amongst the cities of America. It is the capital of the first free commonwealth in America; the first commonwealth of the written constitution. It is the capital and the only capital of the Confederate government—a small nation of which I have the honor of being a humble member, and of which I have never ceased to be a part. (Laughter). The fact is people accuse me of being as fond of the Confederate Flag



WASHINGTON'S OLD HEADQUARTERS.

as I am of the Star Spangled Banner. I never deny it; it would not be honest to do it. I became very much attached to the Confederate Flag and I had a disagreement with the Star Spangled Banner that I have never entirely recovered from. (Laughter). The quarrel was long and bitter and, well, forty years have mollified my feelings to some extent.

You are in the place which has constituted the stamping ground of the greatest statesmen this continent ever knew—the men who formulated the government, and who inspired it with liberty and strength—Washington, and Jefferson, and Madison, and Monroe, and Patrick Henry, and a dozen others we might name, the giants of the land—lived and died in this great old commonwealth, and to-day I speak with pride of the fact that in my office are the portraits of seven presidents of the United States born in the commonwealth of Virginia. (Applause).

Well, then, I want to call your attention to the thing which a great many people overlook: You were told about the modern advance that the city of Richmond is making. Your attention

has been called to the manufactures and to art and to beauty, but it is a singular fact that there is hardly an enterprise prevailing in Richmond to-day which was not illustrated fifty years ago in the city of Richmond. Very few people know that more than fifty years ago locomotives were built in the city of Richmond, and that we built and shipped steam fire-engines to Russia before the war, so that none of these things are as new as they seem to be. I had the pleasure of telling some government officers, not long ago who came down here to turn over to us some modern batteries of artillery, that some of our soldiers thought it was no novelty to get ammunition and guns from the United States Government, that we were used to doing that for years, that if they were indisposed to present them to us we just took them and used them. (Laughter).

I feel that people who come down here and try to encourage us with the improvement we are making, that they should be reminded that we are recovering, that we are reinstating ourselves in the position that we formerly occupied—a half a century ago—in manufacturing and in merchandising, and in every other sense.

It is a curious place here, is it not? Remarkable place. We have more romance and history to the square yard than any other city in the United States. Now, I know the general impression is that Boston is remarkable in that respect, and I want to tell you that when the great American novelist is born he will have to come to Virginia to get the foundation for his story. Those



STONEWALL JACKSON'S MONUMENT.

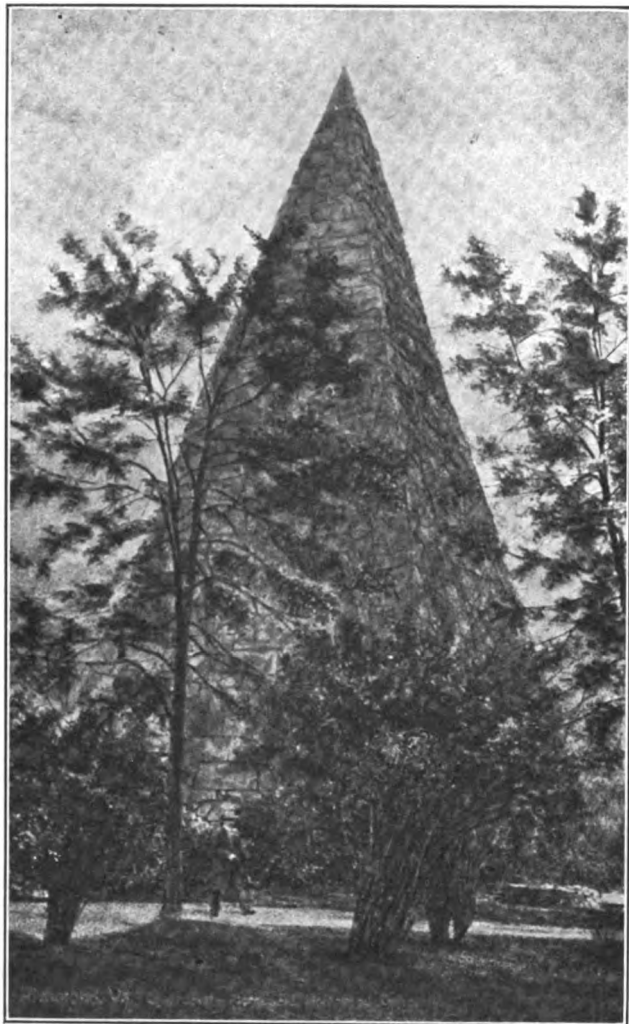
people who imagine that Powhatan and Pocahontas were myths, have a great deal to learn about Virginia, and they are going to find out that John Smith was no small potato either. (Laughter). I remember a gentleman in town some years ago who remarked to a wit who lived in this city that he was a lineal descendant of Pocahontas. The gentleman remarked, "Well, my old friend, John, don't bother yourself about it, I will never mention it."

But, coming back to the business for which I am here, I want to say honestly that the people of this city gladly welcome conventions of this sort. We recognize the value of your presence in our midst, and we appreciate the fact that all over this country the people look to Richmond as the place for conventions, and there is good reason for it. It is the place where the North and the South and the East and the West can come together in peace and amity and affection. I don't like to say a thing that might seem vain and glorious and egotistical, but I want to tell you a very simple and undeniable fact that the people of Virginia are the greatest people on the face of the earth to-day. (Laughter and applause), and the best people in Virginia live in Richmond.

Look at the finest single piece of marble in America, Washington's Monument, and remember that that gentleman had his



birthplace in this State, and has done something to add to the glory of this country; and I would not be true to myself if I did not ask you then to proceed to the West and look upon the effigy of the man whom the whole South is willing to submit to the observation and the criticism of the world, as the typical man of the South, General Robert E. Lee. I don't know of any other man in history so beloved, as President Roosevelt has expressed it, "by friend and foe." That is a strange expression—a man beloved by friend and foe. In a mild, modest sort of way, and



CONFEDERATE MONUMENT.

without any desire whatever to be misunderstood, I would then suggest to you that you go just a little further and with whatever grace and affection and consideration and respect you can command, look upon the effigy of old Jeff Davis, for many years maligned, and misrepresented, and abused, and maltreated, and consigned to oblivion simply because he maintained with his life and with his fortune the only principle that will save this nation from irremedial destruction—the separate independence and sovereignty of the commonwealths that compose it. The things which he represented and for which he suffered and died must prevail forever, or the American nation will become in a few years a mere dream of memory." (Applause).

#### REPORT OF ENTERTAINMENT COMMITTEE.

President Dunlop then introduced Irby Bennett, Chairman of the Entertainment Committee.

Mr. Bennett said:

*Mr. Chairman, Ladies and Gentlemen:*

I accept your applause as a tribute to the Committee that I represent. I thank you for them, and without any attempt at speechmaking or flights of oratory I will proceed to the details of my report.

Your Committee have performed their duties, I believe, faithfully, and I trust that you will approve of the programme that they have arranged for you. To-night, we will meet about the hotel in nooks and corners and exchange greetings and handshakes and entertain each other. We feel that too much entertaining is bad for the morals of the two Associations. The individuals taking part in the entertainment are very apt to be tardy at the morning meetings.

The ladies will receive from the manufacturers of Richmond an invitation to attend them on a trolley ride to-morrow after-

noon to the Country Club, where they will be entertained.

A general session, and probably the most interesting meeting of the two Associations, will be held in this hall to-morrow afternoon, and it is hoped that every member of the Association and the guests of the two Associations will attend that meeting. The ladies will be conducted at one o'clock from the hotel here by a committee of the Richmond Manufacturers to the Country Club, where they will be entertained delightfully, I am sure.

In the evening, at 9 o'clock, you are invited by the Richmond Jobbers to a unique entertainment with Polk Miller, the famous negro delineator.

There is nothing fixed for you Thursday, but Thursday evening at 7.30 promptly the banquet will be the usual banquet of the Association, which will be given in this room.

Friday an excursion to Jamestown by special train to Newport News, and from there you will be conducted by boat through Hampton Roads, around the forty or fifty vessels, representing practically all the nations of the world. That sail will occupy about four hours. You will then be landed at the Exposition pier where you will spend two or three hours and return by boat and special train to Richmond, arriving here between 7.30 and 8 o'clock. This will see the close of the Convention, and your Committee hopes that you will enjoy the entertainment to the fullest extent.

#### EXECUTIVE SESSION OF THE JOBBERS' ASSOCIATION

TUESDAY AFTERNOON, JUNE 11.

President Dunlop called the Convention to order in executive session at 2.30 P. M.

On motion, the reading of the minutes of the 1906 Annual Meeting was dispensed with. President F. B. Dunlop delivered his annual address, which in part was as follows:

#### PRESIDENT'S ANNUAL ADDRESS.

*Gentlemen:*

It gives me great pleasure to greet you on this our Seventeenth Anniversary. We should feel encouraged by the work done in the past and renew our efforts toward the strengthening of our Association in the future.

The South is on the eve of immense possibilities. There is no section of our grand country that so quickly responds to the influence of thrift, energy and enterprise as does the South. Much has been accomplished during the past few years, but the development in years to come should be phenomenal, indeed.

The country is enjoying an era of unusual prosperity. You are familiar with the development of the iron trade of the world during recent years. Since 1900, the increase in the output of pig iron has been more than equal to one-half of the total output of pig iron in the world at large in that year. In other words, between 1900 and 1906 the increase in the production was about twenty-one million tons, the total production of 1900 having been only forty million five hundred thousand tons, while that of 1906 was about sixty million five hundred thousand tons. Where has this enormous difference gone? If it has gone into special and temporary consumption will that consumption become regular and permanent. And, if not, to what extent is it likely to recede? Most authorities are persuaded that the figures of the present time have come to stay, and even to increase very materially from period to period.

Unless some unforeseen disaster of great magnitude should occur, such as a general failure of the crops; or a protracted industrial disturbance, there is little fear of the immediate future, consequently it is not only possible to view the past year with gratification, but to regard the future with equanimity. Confidence is universal and until something transpires to unsettle the present sentiment, the forward movement will continue.

The strains in the money market have been severe at times, but we have rather grown accustomed to this condition as well as to the car shortage, the traffic congestion and other trials which arise in times of rapid increases of production.

It is prosperity. That is the pleasant fact; but it brings stresses with it, and the fact that they have been borne so well and that the field of exchanges has been so widening is the most substantial evidence of vigorous health in the country.

We should remember, however, to look for those symptoms which experience has taught us to construe as elements of danger.

To keep calm, to look carefully for defects which can be cured and to be willing to grow more gradually, this is the lesson we may well draw from a review of the past year.

The Parcels Post Bill and the Post Check proposition failed of adoption by the last Congress, but there is every indication that further united effort on the part of those whom the passage of those bills will most vitally affect is still necessary. The element supposed to be responsible for the introduction of those bills has been wherein the measures as first proposed are weak, and are now redoubling their efforts to have them enacted into laws during the next session of Congress.



Your Executive Committee met with the Executive Committee of the Manufacturers' Association in New York March 14 and 15, at which time the programme for this meeting was formulated. Many interesting subjects were selected for discussion, and I sincerely trust that you will attend every meeting and be in your seats promptly at the opening hour.



F. B. DUNLOP, EX-PRESIDENT,  
Southern Hardware Jobbers' Association.

I regret that I have not been able to do more than I have done during my two terms of office. My heart has been in the work and I love the organization. I am proud of it and the good that it has been able to do.

At the close of this annual meeting I shall cease to be your presiding officer, and I embrace this opportunity to thank each and every member for courtesies extended to me during my terms of office, and especially do I desire to thank the members of the Executive Committee for valuable advice and assistance which has been given freely at all times.

#### SECRETARY-TREASURER'S ANNUAL REPORT.

Secretary-Treasurer, W. W. Webber, then delivered his annual report. His report as treasurer showed a comfortable balance on hand.

He referred to the excellent programme which had been prepared for the present meeting. He suggested that the members keep in closer touch with his office.

In closing his address he said:

"I cannot close this report without referring to the loyalty and fealty of the 'Old Guard'—to the men who originated and brought into being the Southern Hardware Jobbers' Association seventeen years ago, almost a fifth of a century—men who have always been found on the firing line, ready with money and time to keep it alive, foster it and nurse it, and while my knowledge of them and acquaintance with them goes back only four pitiful years, it is with the greatest pleasure that I call the roll of Moore, Crumley, Barnett, Newill, Mandlebaum, Eshleman, Heitmann, and last, but by no means least, Barker, Keener, Dunlop, Charlie Ireland and John Donnan, as splendid a galaxy of men as ever won or lost a cause. There are others, of course, but these are the war horses. Those men have all served you faithfully and well and may consent to another crucifixion, but with all the splendid timber in sight you can scarcely make a mistake. We should be glad to come together in this historic city of the South, the home of chivalry and gallantry, the starting place chosen by the forefathers of the grandest people on earth, the birth place of Washington and Lee and others noted in their valor of the beautiful South, and it has been said concerning two of her sons that when Lee made his entrance within the golden gates the awful solitude of Washington was broken.

The reports of various Committees were taken up.

#### REPORT OF TRANSPORTATION COMMITTEE.

A communication was read from W. E. Newill, Chairman of the Transportation Committee, to the effect that the last twelve months had been occupied largely with the question of government control of transportation companies. And that it had not been opportune to take up specific cases. That it was hard to

over-estimate the importance of the transportation problem to the commercial interests of the country.

Apparently a new era has arrived when it will be very much more to the interest of the carriers to confer with shippers upon matters of mutual interest than to arbitrarily assess a tax on the commerce of the country and then totally ignore complaints and calls for relief whether reasonable or unreasonable.

With a proper spirit of co-operation all legitimate interests will prosper. Only the gambler in that which is a necessity to the life of commerce will suffer. In whatever is done in the future, looking toward a readjustment of classification and rates, care should be taken to consider the interest of both shippers and carriers. If this be done all interests will prosper.

We should be very ungrateful, indeed, in making this report if we did not acknowledge the earnest and intelligent efforts of John Donnan of Richmond, and his associates, looking toward an improvement of the time in the movement of freight. It is a very vital matter to us all.

John Donnan, of Richmond, addressed the meeting at some length in regard to his work in connection with railroad transportation. He said at a future session he would speak more at length on the work with which he had been connected.

The report of the Executive Committee was read and a large portion of the afternoon taken up in discussing various recommendations and questions raised in that report. The discussion of the Executive Committee's report remained unfinished at the close of the session.

Secretary Webber then read a number of letters recently received.

A letter was read from T. H. Newman, President of the Canadian Wholesale Hardware Association, thanking the Association for their invitation to attend the meeting at Richmond, but the writer stated he was unable to attend owing to a contemplated holiday trip in Europe.

A similar letter was read from Mr. Hardy, Secretary and Treasurer of the Canadian Association.

A telegram was read from Lee Richardson of Vicksburg, expressing his regret on account of sickness at being unable to attend the meeting.

A letter was read from the superintendent of the Western Union Telegraph Company granting to the Association dead-head privileges, covering social and personal messages for the members of the National and Southern Hardware Jobbers' Associations wearing badges for identification during the meeting.

A letter was also read from the Postal Telegraph Cable Company, granting permission to the American Hardware Manufacturers' Association and the Southern Hardware Jobbers' Association for the use of the wires of that company for telegrams of a personal and social nature during the meeting of the Convention.

The Convention then took a recess until the next morning at 10 o'clock.

#### FIRST SESSION OF THE MANUFACTURERS,

TUESDAY AFTERNOON.

The Convention was called to order at the Jefferson Hotel in executive session at 2:30 p. m., by President Charles W. Asbury.

President Asbury read his annual address. He said as it was the midsummer season none of the officers had prepared any formal reports. He outlined the work that had been done during the last six months, referring to the circular letters which had been sent out by the New York office in reference to the abuse of the cash discount period by the jobbers. He said that circular letters would be sent out periodically in the future touching upon matters of interest to the members.

Secretary-Treasurer F. D. Mitchell made his report, which was brief. He gave a tabulated statement of the financial condition of the Association showing that the finances were in a flourishing condition.

Edward Ingalls, Chairman of the Executive Committee, stated that he had no especial report to make as the President had covered the business fully in his report.

Fred S. Merrick, Chairman of the Membership Committee, reported that they had gained in membership since the last meeting, and that there were several good members in prospect.

N. A. Gladding, of the Entertainment Committee, said that all of the entertainment features were in the hands of the Southern Jobbers Association Entertainment Committee.

G. H. Jantz, Chairman of the Grievance Committee, reported that no complaints had been brought to his attention since the last meeting.

No report was made by the Freight Committee, the Chairman being absent.

The Convention then adjourned to meet in joint Convention with the Southern Jobbers Association.



EXECUTIVE SESSION OF THE JOBBERS ASSOCIATION,  
WEDNESDAY MORNING, JUNE 12.

President Dunlop called the Convention to order at 11.00 a. m. He opened the proceedings by making the following appointments:

NOMINATING COMMITTEE.—Bruce Keener, T. G. Ewing, W. A. Parker.

RESOLUTIONS COMMITTEE.—F. A. Heitmann, A. W. Avery, S. St. J. Eshleman.

A roll-call of the members present at the Convention was taken.

The Sergeant-at-arms stated that some gentlemen were at the door who would like to address the Association.

Mr. Heitmann stated that they were gentlemen from Chattanooga who desired to extend an invitation to the Association to hold its next annual Convention in that city.

President Dunlop invited the gentlemen forward and Mr. Alexander, a representative business man of Chattanooga, addressed the meeting. He said:

Mr. Chairman, I have the pleasure of extending an invitation from the city of Chattanooga for your next meeting. The city of Chattanooga, by reason of its central location and its means of entertainment, offers a desirable location for holding a convention.

Mr. Alexander stated that two hotels were now being built in that city, one a twelve-story steel hotel, and another hotel was being built of large size in its immediate proximity. He said that Chattanooga was within eight hours' ride of the average membership of the Association. He stated that an issue of three and a half million of bonds had been readily placed on the hotel. He also stated that about thirteen and a half million of dollars was being expended now in the construction of improvements around the city. Mr. Alexander stated that he represented the Mayor and the Chamber of Commerce of that city in extending the invitation. He said the proposed hotel, called the Patton, had two convention halls, one seating five hundred and the other, two hundred and fifty.

He said that the United States Government had expended about ten million of dollars in a park at Chattanooga and had also constructed a hundred and twenty miles of automobile roads.

Mr. Alexander urgently requested the Association to come to Chattanooga.

Mr. Harry Wise, the manager of *The Tradesman*, Chattanooga, seconded Mr. Alexander's remarks and said they were or would be in a position to accommodate the Association.

The visitors thanked the Association for the opportunity to address the Association on the subject.

Mr. Mandlebaum then addressed the meeting and said that while they were on the question of place of next meeting he wanted to nominate the city of Little Rock for the next Convention. He said at one time that city was not in a position, owing to its lack of hotel facilities, to accommodate the large gathering, but that now a six-story hotel was being erected with three hundred rooms, costing from one hundred to one hundred and fifty thousand dollars, to make improvements in one of their present hotels.

At the request of Mr. Mandlebaum, the Secretary read a number of letters of individuals, including letters from the Mayor of Little Rock and a number of bankers and business men of that city.

President Dunlop stated that the matter would be referred to the proper committee.

W. W. Webber, of the Webber-Ayers Hardware Co., Fort Smith, Arkansas, read a paper entitled, "Benefits of Membership in the Southern Hardware Jobbers' Association and a Member's Duty to it."

The paper was as follows:

**BENEFITS OF MEMBERSHIP IN THE SOUTHERN HARDWARE JOBBERS' ASSOCIATION AND A MEMBER'S DUTY TO IT.**

BY W. W. WEBBER.

*Mr. President:*

During my incumbency of the office of Secretary-Treasurer of the Southern Hardware Jobbers' Association, I have solicited some to be members who were not members, and have sought to hold in line some who had resigned, and that I might be the better able to do this, I addressed to myself this question, "What are the Benefits of Membership in the Southern Hardware Jobbers' Association, and What Duties Do the Members Owe It?" I have boiled it down to the following, and if you will follow me closely, and give me your attention for only a short time, I am sure I can convince you of the utter and absolute correctness of my position.

First is the idea of association in general and the benefits arising therefrom. Look about and around you, and you will find that all successful movements, whether religious, political, or commercial had their starting point in organized effort; they have their gatherings of interested parties, their conventions, associations, conferences, synods, etc., and there it is that those who have set out to accomplish some desired end, meet to plan, to scheme in a legitimate way, to put to a practical test every method that will assure or promise success, and out of this multitude of counsel there is, as a matter of course, sure to be something that will benefit him who wills to be benefited. We are all prone

TO THINK THAT OUR WAY IS THE BEST WAY, that the plan of our fathers is the best plan; that any innovations are dangerous, unnecessary and calculated to bring an hiatus in our affairs, when the reverse is often true, and can be proved true, because in such gatherings as we have, and similar ones, we are thrown with men whose experience is wider, more mature, better seasoned, and more accurate, men whose pathway has been along the way we are headed, men who have been through the crucible of fire, and

HAVE FELT THE STING OF DEFEAT FOR WANT OF KNOWLEDGE, but who have come out winners in the end, with a plentiful supply of experience to which we are welcome for the asking. The



W. W. WEBBER, SECRETARY-TREASURER,  
Southern Hardware Jobbers' Association.

politicians meet to count noses, ascertain their following and friends, to learn their strength and prepare for the work before them. The great religious bodies meet to prepare plans for their crusade against the Prince of Darkness, they reckon their power, their resources, and gird up their loins for the struggle—the Eternal Battle with the Devil. Experiences are given, lines strengthened, and all possible interest taken looking to a final victory. So much for associations and conventions. Our duties to the Association consist in doing all we can, legitimately, to further the interests of the Association. Each should endeavor to leave something here that will be of benefit to those who come here, and to take home with him something that will fetch good results to his business. You may learn that your profits are too small

BECAUSE YOU ARE NOT CONTROLLING YOUR SALESMEN, or you may not buy your goods right, your losses may be too great for the volume of your sales, you may be carrying an excessive stock of goods, your interest account may be too great—many things are probably contributing to your ill-success, but whatever it is, you are in duty bound to make an effort to ascertain the trouble and remedy the evil ere it is too late, and where, in your knowledge, can you get as much and as varied information and advice as you can here, where the flower of the Southern Hardware Dealers are assembled, where you can reach and consult men who are doing business in your State or section, and who are conversant with conditions. This much for the way in which you can improve your opportunities while here, and from that I pass to another feature of the case, which



is your attendance on the sessions of this and other Conventions,

**WHERE ALMOST ALL THE GOOD THINGS ARE SAID**

(unless it be now and then, in front of the mahogany some fellow hands out a new one) and if you are absent it all goes for naught in so far as you are concerned, because, though printed in the proceedings, you will not have heard it said, and without accident will never read the proceedings. Right here I want to go on record with the declaration that it is the serious duty of all members who come here to give the deliberations their most serious consideration, to add to its deliberations your wisdom and experience, because it is a duty you owe your associates. It is manifestly unfair for a few men, as has been the case for all the Conventions that I have attended, to have the burden-bearing while a considerable contingent is away playing golf, telling yarns, or patronizing him of the white cap and apron. I am partial to a good story, very partial, and for a ginger ale highball I have a profound consideration, but there are times for all things, and

**BUSINESS MUST NOT BE RELEGATED TO THE REAR.**

Your Executive Committee spent several hundred dollars meeting to arrange this programme for you, and some very in-



O. B. BARKER, MEMBER EXECUTIVE COMMITTEE,  
Southern Hardware Jobbers' Association.

teresting topics are to be discussed by some very able men, and unless you attend the meetings you will miss many good things.

I now come to discuss the jobbers who are not members, and I realize I must not be too drastic, nor give utterance to words that I might have to swallow hereafter, but I will risk the assertion that it is manifestly unfair for the Association Jobbers to do the work, that all will admit is now necessary under the state of the case, and not have the support of those to whose benefit the work redounds.

**WE ARE NOT ASKING FOR MEMBERS FOR THE PURPOSE OF REVENUE,** but for the good they can do us which we think will be no greater than the good we can and will do them, and that we are doing them now. The objections to becoming a member are various, but none of them are well grounded, nor based on good reasons. We do not require of a member anything out of the ordinary—nothing that has not the stamp of common sense, and good business judgment—hence I say we should have the co-operation of many who now stand aloof, and all because they do not appreciate the situation as it is. The expense is a mere bagatelle, while the benefits are as limitless—just as limitless as you care to make them. This will make the fourth convention I have attended, and with all my stupidity, and inattention, notwithstanding my inability to see a good thing when I meet it in the road, I have learned enough at the four I have attended to pay all it has ever cost my house.

For all these years this organization has been kept alive by the efforts of

**SOME OF THE FOREMOST JOBBERS IN THE SOUTH,**

which is argument enough that it is of some benefit; if it were not, why should it survive? Men of affairs do not wheedle away their time and money chasing an Aurora Borealis. They do not give time, attention and money to something that brings no reward, no results, no equivalent, and if the Association does

not bring results commensurate with the effort and money standing by it, are woefully mistaken, yet they are men whose judgment you would risk your last dollar on. If you were approached by almost any one of them with a proposition involving investment of funds and you had funds to invest, you would not hesitate a moment to give him a hearing, yet by your action, when approached to join an association which has his endorsement, and which he says by a membership of years is good, you practically say to him, "You are chasing a rainbow."

In conclusion, I will take a shot at the non-attendants, and close with the warning that you can never be benefited by anything you don't hear, or the principle that "What you don't know won't hurt you."

**PRESIDENT DUNLOP:** We have with us Mr. Fernley, Secretary-Treasurer of the National Hardware Association. We will be pleased to hear from him.

**ADDRESS OF T. JAMES FERNLEY.**

Mr. Fernley said: Mr. President, I deem it a great pleasure to be among you this morning. Yesterday I was particularly pleased to receive an invitation from your president to come here and to hear him say that the Southern Hardware Jobbers felt that I was really a member of that organization. I want to say that I think, with one exception, I have attended every one of your Conventions since the time that I was elected to a position in the National Association, some thirteen years ago, and a great deal of what I have tried to accomplish is due to the fact of the information that I have received from this organization, which is older in its work than possibly any other hardware association in the United States, certainly antedating by several years the formation of the National Hardware Association.

It is also very pleasing to know that many of your members are associated with our Association.

I heartily endorse this very able and pleasing paper from my co-laborer in the position of Secretary. Of course, I deprecate the fact that every jobber of Hardware in this beautiful Southern country is not a member of your Association, but in our National Association we are up against the same condition. Quite a few, some eight or ten houses, who ought to be connected with us are holding aloof and are reaping the benefits of organization work just as the houses in this section of the country are benefited by your Association when they are really not entitled to it. I can only say that the work is going on and to-day I think you are holding the most successful convention that this Association has ever held. It was particularly pleasing for me to check up the roll-call and to note the large percentage of the members of your Association present. I know at no time is it possible for every one to attend a convention of this kind. There are pressing business engagements. There are family engagements and sickness that will prevent an attendance at a convention. I remember a few years ago I was almost prevented from attending one of the conventions of the National Association, but the stork came on time. I hope that you gentlemen may have just as good fortune even though some of you may be considerably advanced in life.

Last year some members came to the Convention and talked about the merging of the Southern Association with the National. I said it was not feasible or desirable; that you had an organization here that was strong, old and progressive; that there were many matters in the South that you gentlemen must solve for yourselves. You have interests peculiar to your section. I am not speaking personally but the result of the determination of our Executive Committee.

As the result of the policy of our Association I have written to people that we did not want them to belong to the National Hardware Association at the expense of the membership in their sectional or local organizations. We believe first that the local association should be supported; next, the sectional association, where there is one, should be supported, and if then the members of those associations feel that they can obtain advantages from the National Association we will be very much pleased, indeed, to have them with us. There are many questions in associations that can be handled by a local association that could not be handled by a National organization—questions which are not in their nature.

In the discussion of these questions there are so many that are so hot that they better be dropped. There are enough serious questions that can be solved, but I want to say that your secretary and the secretary of the National Hardware Association are working together heartily. We are corresponding frequently and keeping in touch with one another. I believe with the united action of this Association and other sectional



associations we can elevate the standard by which Hardware is sold and make the business much more profitable for yourself and your children.

President Dunlop invited Mr. Bihler, of Pittsburgh, a member of the committee of the National Hardware Association, who was present, to address the meeting.

Mr. Bihler addressed the meeting briefly and said he appreciated the pleasure of attending the meeting and getting closer to the membership of the Southern Hardware Jobbers. He thanked the Association for the invitation to address them.

Mr. Ben J. Schuster, of Selma, Ala., read a paper entitled, "Why a Jobber should sell at net prices instead of discounts."

The paper was as follows:

#### WHY A JOBBER SHOULD SELL AT NET PRICES INSTEAD OF DISCOUNTS.

BY BEN J. SCHUSTER, SELMA, ALA.

The subject assigned to me, "Why a Jobber Should Sell at Net Prices Instead of Discounts," is a very perplexing one. In our section of the country the class of trade to which we sell is less the well-posted Hardware merchant than the general storekeeper, who handles everything from a postage stamp to a side of meat, and who, when our salesmen call, would rather talk about a bull calf that had recently beheld the light of day, or on the rise of the Japanese Empire and subjects equally foreign, than on the subject of Hardware.

IT HAS BECOME A CUSTOM FOR JOBBERS TO SELL AT NET PRICES for no particular reason, except that the method has proved beneficial, inasmuch as the profits have thereby been increased. Staple goods have never entered into the controversy. In my experience of twenty-five years in the Hardware business Barb Wire, Nails and Horseshoes have never been bought or sold at a discount. By selling at net prices a much larger profit can be secured, generally speaking, than by quoting discounts on the various articles. It is harder for the trade to keep posted, and rather than be troubled they will give the order and ask no price at all. Take, for instance, prices on screws; if we made a plain discount they could certainly remember the rate of discount given, but by quoting the various sizes at net prices it would be impossible to thus crowd the halls of memory.

Then there is another phase to the question. In the various lists there are some articles that are more staple and more ready sellers than others. By selling at a discount the percentage of profit would be the same on all articles; but

AT NET PRICES THE PROFIT WOULD VARY WITH THE ARTICLE.

Among such goods may be mentioned Rasps, Wood Rasps and Round Files, which do not sell as well as 8 and 10 in. Mill Files. T-Hinges, Hinge Hasps, etc., as compared with Strap Hinges, should bear a better margin of profit, as all higher finished products should, and this advantageous discrimination would be lost.

Paradoxical as my argument may appear, we will take for instance the case of the well-posted retail Hardware merchant and the net price system will appeal to him more strongly than the discount system. For example, let us assume he is quoted a price on Coes' Wrenches at 37½, 10, 5, 2½ per cent. discount, Drip Pans at 60, 10, 5 per cent., and other goods about the same way. When he has figured out such prices, he will certainly be attacked with the new American disorder called brainstorm, which can only be cured by taking several doses of Dr. Net Prices' celebrated tonic. The above example may be a little overdrawn, but you all know

THERE ARE MORE COMPLICATED DISCOUNTS THAN SIMPLE ONES.

Some of the adherents of the discount system may argue that by selling at discounts and making them confusing, as in this case 80 and 10 and 75, 20 and 10 per cent., a merchant may think at first he is getting a better price, when in reality it is the same thing. I am satisfied that not a member of this body would be willing to go after business in this way, involving so much trouble and elucidation. The subject is a perplexing one, and would necessarily vary according to locality.

There is no doubt that where the discount system prevails selling net would have proved equally as beneficial and sales been made much easier at net prices than otherwise, since the average merchant, rather than show his perplexity as to the prices he is paying, would prefer telling you at once, "Don't need them," and there the chapter would end.

The South does business to a great extent in a different manner and with a different class of trade than other sections of the country. The retail trade is established on a net cash basis, and I might add, with lingering pain, a credit basis as well. The country merchant to whom we sell knows as little about discounts and lists as many of us do of Aristotle's Metamorphosis; consequently, experience has taught us that

IT IS BEST TO MAKE ALL INVOICES AT NET PRICES, and our traveling men are given net prices, with instructions to be seized with an insatiate appetite when asking profits, always remembering a basis of fifteen per cent., as necessary to defray expenses and annual trips to the convention.

We would not approve of net prices from the manufacturer to the jobber. We have been educated to the discount system and have familiarized ourselves with the list and prevailing discount, and then as a general thing the jobber has a regular buyer,

WHO CAN TELL AT A GLANCE WHETHER THE PRICE IS RIGHT; the discount machinery in his brain is always in action.

I am quite convinced that the inventor of the discount system intended it as a punishment to us for all our sins of omission and commission rather than for actual good. You know it requires brain to master even a part of the Hardware business, and any one entering this branch will not find it a bed of roses, but will find it requires continued work and no play.



JULIUS C. BIRGE, EX-PRESIDENT,  
American Hdw. Manufacturers' Assn.

When these are facts even with a net price system, how would it be if the jobber adopted the discount system in all sections and to all classes?

We, the

UNFORTUNATE JOBBERS, DEDICATED TO LIVES OF SACRIFICE, are satisfied to buy at discount and work until our brain goes reeling, reducing the discount to net prices; but when we ask our beloved customers, the people, to do so, they will tell us, "Life is too short and peace too sweet to waste on figures. Give us, O give us, net prices, and we will be satisfied, and may some day pay you."

Discussion followed on the question of salesmen being given the cost price of goods.

The Convention then took a recess until 2:30 p. m., at which time the two Associations would meet in joint session.

#### JOINT SESSION, JOBBERS AND MANUFACTURERS.

WEDNESDAY AFTERNOON, JUNE 12.

The two Associations were called to order in joint session at 2:30 P. M. by C. W. Asbury, president of the American Hardware Manufacturers' Association.

In calling the meeting to order, Mr. Asbury said:

*Gentlemen of the two Associations:*

We all remember with what pleasure we listened two years ago to an address by Samuel Spencer, the then president of the Southern Railway—how completely we were entertained and educated by that address. We have the pleasure and honor of his successor's presence with us to-day, but unfortunately the gentleman who will now address you has an imperative appointment which will require him to leave the city at four o'clock, and we, therefore, must be as prompt as possible and I will not waste time in preliminaries. I take pleasure in introducing to you Mr. W. W. Finley, president of the Southern Railway Company.



Mr. Finley addressed the meeting as follows:

ADDRESS OF W. W. FINLEY, PRESIDENT, SOUTHERN RAILWAY COMPANY, BEFORE THE JOINT CONVENTION OF THE AMERICAN HARDWARE MANUFACTURERS ASSOCIATION AND THE SOUTHERN HARDWARE JOBBERS ASSOCIATION AT RICHMOND, VA.,  
JUNE 12, 1907.

*Mr. Chairman and Gentlemen:*

You have asked me to address you on "The Railway Question as Viewed by a Railway President." In doing so I shall endeavor to convince you that I recognize no reason why you, as shippers, and I, as a railway president, should differ in our views as to this question. I believe that the railway manager should look at it from the viewpoint of the shipper and that the shipper should look at it from the viewpoint of the railway manager. I believe that it is only when this is done and when each recognizes that their interests are identical and that their views ought to be identical that a solution of transportation problems can be reached.

The shipper requires from the carrier efficiency of service, reasonable charges and avoidance of discriminations. Reasonableness of charges are, in the main, assured; first, by the working of economic laws and the operation of world-wide competitive forces, and, secondly, by the laws of the land.

AVOIDANCE OF DISCRIMINATION IS REQUIRED BY LAW, AND BY GOOD MORALS

and there can be no misunderstanding that the position of the railways is in accord with the law. There remains efficiency of service, and the substantial and practical transportation problem of the present day that confronts both the shipper and the railway manager is: How can greater efficiency of service be obtained? I ask you to look at this problem from the viewpoint of the railway manager and to consider the difficulties he encounters in his efforts to solve it. I ask you whether he is receiving the encouragement from the public that he should have.

As travelers, each one of you would like to have frequent and safe trains always on schedule time. As shippers, each of you would like to have every consignment of freight transported to its destination promptly and in good order. There is not one of you who is more interested in securing absolutely ideal passenger and freight service than is the railway manager.

RAILWAY INCOME CANNOT BE EARNED UNLESS THE TRAFFIC IS MOVED, and it is the object of every railway manager in the country to endeavor to move the greatest volume possible with the minimum of delay and with the least possible loss and damage.

For some time past, many of the railways have fallen far short of local operation. This has been due, in very large measure, to the fact that the business of the shippers of the country has grown so rapidly that the railways have not been able to keep pace with the growing demands for their service. I do not think that a fair-minded review of the past few years will show that the railways have lacked zeal in their efforts to improve and increase their facilities. So far as their financial resources would admit, the railways

railway facilities should be so increased as to meet the imperative demands of our internal commerce. The want can be met only by private capital and the vast expenditure necessary for such purpose will not be incurred unless private capital is afforded reasonable incentive and protection. It is, therefore, a prime necessity to allow investments in railway properties to earn a liberal return, a return sufficiently liberal to cover all risks. We cannot get an improved service unless the carriers of the country can sell their securities; and, therefore, nothing should be done unwarrantedly to impair their credit or to decrease the value of their outstanding obligations."

Unfortunately, the railways of the country are already confronted by just the conditions which the President has said should be scrupulously guarded against. Largely as a result of legislation enacted and proposed, and of the vague fears as to the future, to which I have referred,

THE VALUE OF RAILWAY SECURITIES HAVE BEEN IMPAIRED and such investments are, for the moment, not attractive. This condition has been brought about by agitation, undertaken with a good purpose and for the accomplishment of proper objects, which has gone far beyond the original purposes of those who initiated it. Having corrected railway faults, this agitation now threatens railway credit.

The railway managers of the country have not been unmindful of the responsibilities imposed upon them by the

EXTRAORDINARY INCREASE IN THE VOLUME OF TRAFFIC during the past few years. They have not neglected their duties. Notwithstanding the increase in cost of construction, they were



F. D. MITCHELL, SECRETARY-TREASURER,  
American Hdw. Manufacturers' Assn.



CHAS. W. ASBURY, PRESIDENT,  
American Hdw. Manufacturers' Assn.

have steadily endeavored to carry out comprehensive plans for the increase of their carrying capacity. More would have been done if the manufacturers of rails, equipment and supplies had been able to keep up with the demand. The work would now be going on at a more rapid rate if public faith in the credit of the companies had not been shaken by the

CHARACTER OF SOME OF THE ENACTED AND PROPOSED LEGISLATION and by the uncertainty as to the future State and National legislative policies, some of which may not be harmful, but many of which have not yet been fully defined.

President Roosevelt appreciates the full importance of public policies that will preserve railway credit. In his Memorial Day speech at Indianapolis, after contending for such measure of regulation by the National government as is necessary to safeguard the interests of the public, he said:

"But the interests of those who build, who manage, and who invest in the railroads must be no less scrupulously guarded than the interests of the public. It is urgently necessary at the present time, in order to relieve the existing congestion of business and to do away with the paralysis which threatens our expanding industries, because of limited and inefficient means of distribution, that our

everywhere engaged in carrying out comprehensive plans for extensions and improvements until the present condition of affairs affecting railway credit has been brought about. Since then they have been continuing the work already under way with funds obtained by issuing short-time notes at high rates of interest—a form of credit too expensive and too unstable to be made the basis of new projects.

In the Southern States, the urgency of the demand for increased transportation facilities has been even greater than in other parts of the country. The management of the Southern Railway has not been unmindful of its duties to the people of the South, nor has it been dilatory in its efforts to perform those duties. Since its organization, twelve years ago, it has spent, or contracted to spend, and is in the act of spending, more than ninety-six millions of dollars for additions to its facilities and for capitalized betterments and improvements. This means that on its present mileage it has spent, or thus contracted to spend, within a fraction of fourteen thousand dollars per mile; whereas, if every cent of its net earnings, after the payment of interest and without paying one penny of dividends or carrying one penny to surplus, had been expended for these purposes it would have amounted to only about thirty-six hundred dollars per mile upon its present mileage.

It has a sound financial plan for raising the necessary capital for continuing the work. More than a year ago arrangements were made for an issue of four per cent. bonds to the amount of two hundred million dollars, part of the proceeds to be used for the retirement of existing obligations, as they mature, and the balance to be expended for betterments and the provision of additional facilities. We are fully prepared, therefore,

AS SOON AS THE CONFIDENCE OF THE INVESTING PUBLIC in railway securities has been restored, to take up the work of improvement so important to our section. The carrying out of these projected improvements by our company will benefit the South not only by giving it better transportation facilities, but also by the expenditure in Southern communities of a very large proportion of the cost of the improvements. Much of the capital will be drawn from other localities and its expenditure in the South for labor, materials and supplies, will increase to that extent the permanent working capital of this section. It will find its way into all the channels of local trade, benefiting not only those to whom it is paid directly, but every individual.

On the Southern Railway, in addition to endeavoring to bring existing projects for the improvement of facilities to completion as promptly as possible, we are constantly striving to improve the operation of the present plant so as to get the maximum degree of efficiency out of it. Our efforts in this direction are producing good results that are becoming more apparent every day and that are enabling us to handle a larger volume of traffic and give more prompt and satisfactory service.



In this connection, I am going to urge your association and each one of you, as individuals, to co-operate with the railways, as far as it is within your power, to secure the

**MORE EFFICIENT USE OF PRESENT TRANSPORTATION facilities.** An important step has been taken in this direction by the Millers' National Federation, which has issued a circular to millers and those engaged in the flour and grain trades urging them to endeavor to load cars to their marked capacity whenever it is possible to do so. In taking this step, the millers have inaugurated a movement which, if followed by those in other lines of business, will go far toward relieving freight congestion and car shortages. The railways have long recognized the advantages of increasing the traffic unit. In the interests of economical and efficient operation they have steadily increased the capacity of their cars and the tractive power of their locomotives.

Shippers in most lines of business have been slow to take advantage of the larger units and neither they nor the carriers have been getting the full benefit of the increase in car capacity. It must be apparent, however, that especially in times of car shortage and freight congestion, if thirty tons can be moved in one car instead of being divided among two or three cars, a long step will be taken toward securing that increased efficiency in which the public and the railways are alike interested. As shippers, you can contribute to the general improvement of transportation conditions in no way more effectively than by endeavoring to secure the full loading of cars, by the adoption, as far as possible, of a commercial unit corresponding to the capacity of the standard car. The railways will welcome the co-operation of all shippers in an effort to bring about a more general loading of cars to their full capacity and in any other movement that will tend to bring about greater efficiency in operation, thus enabling the roads to render more and better service with their present trackage and equipment and with what they can be reasonably expected to obtain.

Though the South has not been proportionately as well supplied with railway facilities as other sections of the country, these demands for service have increased more rapidly in our section than in localities where the means of supplying the service have been greater. This has been due to

**THE REMARKABLE DEVELOPMENT OF THE SOUTH** during the past quarter of a century, a development that has gone on at a rate exceeding that of any other part of the country, except some of the newer localities in the far West. The total value of the products of manufacturers in the territory south of the Ohio and Potomac and east of the Mississippi in 1880 amounted to \$287,110,628. In 1905, this value had increased to \$1,135,468,785. In the five years from 1900 to 1905 alone, this increase amounted to 52 per cent., almost twice as great as that for any other section of the country, except the Pacific States and Alaska, where the amounts involved were comparatively small. In the same period, there have been proportionately great increases in the values of the outputs of Southern farms, mines, quarries and forests. This development would not have been possible if the railway lines of the South, as they existed in 1880, had not been extended, improved and amalgamated into great systems, giving the Southern producer the advantage of transportation to the most advantageous markets by through lines. The railway mileage of this section has increased from 14,817 miles in 1880, to 41,051 miles in 1905. The increase in railway facilities has been much greater than these figures would indicate, partly as a result of the construction of double tracks and of additional terminal facilities and of increases in railway equipment, but largely as a result of the greater efficiency and economy of operation that has come from the welding together of short, disjointed lines into largest systems.

The necessity for the adoption of policies that will encourage rather than retard railway development is greater in the South than in any other part of the country. Largely as a result of the condition in which the railways of this section were left by the civil war, and of conditions that prevailed for some years after, the South is not now nearly so well supplied with railways, in proportion to its needs, as are other sections of the country. Its demand for transportation facilities is growing faster than that of any other section, but if the railway system of the United States should be considered a thing completed, and if its further expansion and improvement should be arrested by restrictive legislation, the other sections would have proportionately several times the railway facilities of the South, because their systems were developed to a much higher stage of completion before the public sentiment so antagonistic to railway progress grew up.

The productive capacity of every community is limited absolutely by the capacity of its carriers.

**NO COMMUNITY CAN PROFITABLY PRODUCE MORE THAN IT CAN SELL** and it can sell only what it can send to market. If any locality is to increase the volume of its output, the carriers serving it must be able to increase their facilities so as to keep pace with the growth of the demands made upon them. The material advancement of the South, therefore, during the past quarter of a century, has been made possible by the energies of the people and because the railways of this section have been equal to the task of carrying Southern products to market and of carrying into the South the increasing quantities of commodities from other localities consumed by the larger and more prosperous Southern population. In the immediate past, however, Southern production and the demand upon the railways of this section have increased more rapidly than transportation facilities. The point has almost been reached at which the demands for transportation tax the railway facilities of the South to the utmost. In all the efforts being made to increase Southern production and in handling the present increased volume of trade, the choke-point of to-day is in transportation.

Additional railway capacity is the most imperative need in the South to-day. It is of far more importance to the people of this section, individually and collectively, than any possible reduction in rates.

"The great need of the hour, from the standpoint of the general public—of the producer, consumer and shipper alike—is the need for better transportation facilities, for additional tracks, additional terminals, and improvements in the actual handling of the railroads, and all this with the least possible delay. Ample, safe and rapid transportation facilities are even more necessary than cheap transportation. The prime need is for the investment of money which will provide better terminal facilities, additional tracks and a greater number of cars and locomotives, while at the same time securing, if possible, better wages and shorter hours for the employees. There must be just and reasonable regulation of rates, but any arbitrary and unthinking movement to cut them down may be equivalent to putting a complete stop to the effort to provide better transportation."

In this single paragraph President Roosevelt has compressed a comprehensive statement of the transportation question of to-day. I endorse what he has so ably said, and I cannot too strongly urge the support of public policies based on a realization of the supreme importance of the provision of

**ADDITIONAL AND BETTER TRANSPORTATION FACILITIES,** with the least possible delay, and the danger that advocacy of arbitrary and ill-considered legislation may make it impossible to provide them. As the President has said, the need of the hour that confronts the railway managers of the country is, how are these facilities

to be provided so as to meet the immediate emergencies that are now pressing upon us. They cannot be provided by the touch of a magician's wand. They cannot be provided by destructive criticism of the railway system of the country. If we think of this need for additional railway facilities merely as a matter in which that indefinite body that we refer to as the public, is interested, we look at it from a wrong standpoint. We must realize that it is a public matter, because it affects each individual making up the public. But it concerns each one of you individually and vitally. The amount of business that you can do is limited by the capacity of your railways. When their capacity has been reached your business can no longer expand. When their facilities are so taxed that your shipments are delayed, your business suffers. It is, therefore, of great importance to each one of you that policies should be adopted that will insure railway development and assure the progress of the country.

This is a matter that should appeal especially to the young men of the South. A mistake made to-day or next year in dealing with this transportation question may have effects lasting for years. The future belongs to the young men. If they are to reach the highest degree of success in their generation, there must be no closing to them of the doors of opportunity. On the contrary, policies must be adopted that will open up to them new opportunities. In this day of world-wide commerce and competition, adequate

**TRANSPORTATION IS ESSENTIAL TO THE EXISTENCE OF BUSINESS opportunities in any locality.** To favor policies that will obstruct or retard the provision of the best possible railway facilities would be economically as unsound as it would be to fill up the harbors and



F. S. KRETSINGER, EX-PRESIDENT,  
American Hdw. Manufacturers' Assn.

dam up the rivers of the country. It would condemn the youth of the land to restricted opportunities and I, therefore, ask the young men of the country to take their stands in support of broad policies and of an economically sound statesmanship that will enable transportation facilities to be developed to their utmost.

Do not understand me as opposing legislation providing for the proper regulation of railways. What I ask is that public opinion shall differentiate between legislation that is directed to the correction of corporate abuses and legislation that would destroy property rights. Laws requiring reasonableness of charges and equality of treatment are proper. Such laws are not destructive of railway credit and do not hamper railway development. Harmful legislation is that which goes beyond the field of proper regulation and becomes destructive by reducing railway charges arbitrarily without due regard to their reasonableness for the service performed, and that depletes income already earned by imposing penalties for failure to perform impossible service. On the ethical side of railway management, regulation cannot be too stringent, but on the economic side, the arbitrary interference of governmental authority should be avoided. The object should be restraint from wrong and the preservation of public rights, rather than prescribing the management of a business in which private individuals assume all the risk and must sustain all the loss if the business is unprofitable.

**IT IS THE RIGHT AND DUTY OF THE GOVERNMENT TO PROTECT THE PUBLIC FROM OPPRESSION AND WRONG.**

When that has been done, the limit of the right of governmental regulation of privately-owned railways is reached. The purchaser of transportation and the public generally have a right to demand that the charges of the carrier shall be reasonable and that they shall not be discriminatory so as to place individuals or localities or commodities at an unjust commercial advantage. No purchaser of transportation has the right to expect or demand that the railway shall perform any service for him at less than a reasonable charge, and consequently, the right of governmental regulation does not extend to the point of requiring any service to be performed for less than a reasonable charge for that specific service. Public sentiment and the laws of the land recognize the right of any other business enterprise to receive a reasonable price for what it sells. This right is an incident to all property and I do not believe that when public sentiment fully realizes that a railway is simply a business enterprise, engaged in the production and sale of transportation, it will advocate policies that would deny the right to charge a reasonable and not discriminating price for the commodity which it sells. I believe that an intelligent public sentiment will recognize that this is a right justly inherent in the property of the carrier and one that cannot be justly or constitutionally denied to it. To deny this right to the carrier would be clearly confiscation of its property. In other words, a carrier has performed its full public duty in respect to its charges when it has established a reasonable scale of rates and has refrained from discrimination in rates or facilities.



ties as between individuals, localities and commodities. After it has discharged and complied with these public obligations, the balance of the property is private property and should be respected as such by governmental policy and public sentiment. Its income is its property, and it is entitled to the enjoyment of every penny earned by the performance of its service at reasonable rates and without discrimination as fully as is the laborer to the enjoyment of his wages or the manufacturer or merchant to the enjoyment of the profits of his business.

I do not contend that the railway management of the United States has been without fault.

THAT ABUSES HAVE EXISTED IN THE PAST IS UNDENIABLE, but the responsibility for many of these abuses has been divided between the railway and the public and there has been much exaggeration as to their prevalence in recent years. On the ethical side of railway regulation within the proper field of prevention of wrong doing, a great deal has been accomplished—more by the force of public opinion than by legislative enactment. There has been an awakening of the public conscience and there has been an awakening of the corporate conscience, resulting in the correction of faults of railway management that were justly causes of complaint. The agitation that has led to this awakening having accomplished the reform those who initiated it had in view, and the grounds of just complaint against the railway having been removed in large part, if not entirely, the time has now come to look to the safety of property rights.

I recognize the right and duty of the government to protect the public from wrong by requiring charges to be reasonable and by forbidding discriminations. On the other hand, I believe it to be the



EDWARD INGALLS, CHAIRMAN EXECUTIVE COMMITTEE,  
American Hdw. Manufacturers' Assn.

duty of the government, when a railway has complied with these requirements, to protect it in the full enjoyment of its property rights, and I believe that any acts by legislative or administrative authority that would invade these rights are invalid. Entertaining these views, and being mindful of my duty to the public to preserve the efficiency of the property and to protect its credit and its power to improve its facilities, I have taken the responsibility of appealing to the courts to determine the validity of legislative acts that I believe to be destructive of our property rights and

#### INIMICAL TO THE TRUE INTERESTS OF THE PUBLIC.

This action has not been taken in any retaliatory or arbitrary spirit, but as a high duty. Whatever the decisions of the courts may be, they should be loyally acquiesced in, not only by the railway, but by the public. However, as I believe the legislation in question to be an invasion of property rights guaranteed by the Constitution, and as I know that it tends to cripple the ability of the company to improve its service, I should be unworthy the trust reposed in me if I should allow any criticism, no matter how severe and no matter from what source, to swerve me from the performance of what I conceive to be my plain duty to the railway and to the public.

In some quarters it is contended that arbitrary reductions of railway income are justifiable for the reason that the roads are over-capitalized and are charging excessive rates in order to pay dividends on fictitious capital. Without taking the time to show that some of the current popular estimates of over-capitalization are exaggerated, I may express my belief that the railways of the United States, considered as a whole, are not over-capitalized. President Roosevelt, in his Decoration Day speech, declared:

"There has been much wild talk as to the extent of the over-capitalization of our railroads."

The huge value of terminals, the immense expenditure in recent years in double-tracking, improving grades, roadbeds and structures, have brought the total investments to a point where the opinion that the real value is greater than the face value is probably true."

Neither valuation nor capitalization can govern the fixing of railway charges and this whole question of the ratio of capital to value is one of interest, almost exclusively, to investors in railway securities. Railway managers do not undertake to base their charges on capitalization, valuation, cost of service, or any other arbitrary basis, for the very conclusive reason that it cannot be done. If it could, there would be no reason why every railway should not pay interest on its bonds and dividends on all its stock. You know that sellers of Hardware have little control over the prices at which they sell.

THEY MUST ACCEPT THE PRICE FIXED FOR THEM BY COMMERCIAL CONDITIONS

entirely beyond their control. The power of a railway manager over rates is probably even more narrowly restricted than that of the Hardware dealer over his prices. He must accept the rates that will induce the traffic to move over his lines. These rates are controlled by the operation of complex competition, embracing the competition of rival carriers, by water and by rail, the competition of rival mar-

kets, each trying to draw traffic to itself, the competition of similar products, that may be substituted one for the other, and the competition of rival producing localities, each striving for advantages in common markets.

The transportation problem is much broader than the regulation of railways. It embraces all the highways, by land and by water, from the point of production to the place of manufacture and to the final consumer. Its solution calls for the adoption of sound economic policies embracing the railways, the canals and navigable streams of the United States and the Great Lakes and the ocean.

The interior waterways should be improved up to the point that will enable them to become active competitors with the railways instead of being, as is at present the case in many localities, merely potential competitors, capable of handling a larger share of the traffic if railway rates should be raised to the level that would make water carriage more economical. Statistics of the movement of traffic on the rivers of the United States are far from satisfactory, but such as are available show that the river tonnage has not increased in nearly the same proportion as the rail tonnage. At some of the most important points it has declined in recent years. Statistics of the river traffic at St. Louis, published by the St. Louis Board of Trade, show that the total tonnage at that point declined from 812,185 tons in 1895 to 370,425 tons in 1905. On the other hand, the Bureau of Statistics has published statistics of the movement of traffic in the Ohio and Mississippi at Cairo since 1904 which show an increase from 3,543,131 tons in 1904 to 4,409,754 tons in 1906. This increase was made up in large part of coal traffic down the Ohio. Increases are shown on some rivers and decreases on others in a period when the tonnage of the railways has been increasing uniformly. These facts show that if the interior waterways are to be made of the greatest economic value to the country, a broad and comprehensive policy of improvement must be adopted and carried out.

We are looking forward to the completion of the Panama Canal for a large increase in our trade with the markets of the Pacific, not only in this hemisphere, but in the Orient as well. This concerns especially all the Southern section of our country and the Gulf and South Atlantic ports, through which a large proportion of the canal traffic will naturally flow, especially if the railways and waterways leading to these ports are developed to their highest degree of usefulness. Direct and frequent ocean service from our ports to those with which the canal will give us more direct communication must be developed if we are to receive the full benefit of its construction. By preference,

THIS OCEAN SERVICE SHOULD BE PERFORMED BY AMERICAN STEAMERS under a public policy that will support the development of our merchant marine. Political controversies as to how this can best be brought about are for the statesman, but I believe that better transportation facilities from the ports of the United States to Central and South America and the Orient are urgently needed at this time and will be still more necessary after the canal has been completed. The absence of adequate lines of moderately fast vessels between the ports of the United States and Central and South America has greatly handicapped the efforts of our manufacturers and merchants to enlarge their business South of the Republic of Mexico. Our English and German rivals now have much of the trade that geographical advantages ought to have given to the people of this country. They have been aided very largely in securing this business by having better and more regular ocean transportation to the principal ports.

I have attempted to show you that "The Railway Question as Viewed by a Railway President" is the problem of maintaining efficiency of service and of

#### INCREASING FACILITIES IN THE FACE OF GREAT DIFFICULTIES.

I have attempted to make some of these difficulties plain to you and, believing that our views ought to be the same, I have endeavored to induce you to look at these difficulties as they are viewed by the railway manager. I have endeavored to make it plain that railways should be law-abiding and that proper regulation should not be restricted, but that it is the duty of the railway manager to the public, no less than to the railway, to resort to lawful means to protect the property and to preserve its efficiency and its credit. You are men of standing and influence in your communities and I ask each of you to study this question and to determine whether it is not your patriotic duty to give your influence to the support of policies that will strengthen railway credit and enable the managers of our railways to carry out their plans for the provision of facilities sufficient to meet the urgent and growing demands for transportation service.

As I said yesterday to the Editorial Convention at the Jamestown Exposition:

"This is no time for propagandas of destruction. It is a time for building up rather than tearing down. The continued prosperity of the American people must be based on commercial expansion and not on contraction. It is time for the American people to unite in support of policies of construction and to work together for the upbuilding of our common country and for its social and material development."

At the close of the address Mr. Mandlebaum moved that the paper as read be made a part of the records of the Southern Hardware Jobbers' Association and appear in their printed proceedings.

CHAIRMAN ASBURY: Will you, Mr. Mandlebaum, include in your motion the formality of naming the American Hardware Manufacturers' Association?

MR. MANDLEBAUM: No objection.

CHAIRMAN ASBURY: It is moved and seconded that Mr. Finley's address be incorporated in the records of the Southern Hardware Jobbers' Association and the records of the American Hardware Manufacturers.

The motion was unanimously adopted.

CHAIRMAN ASBURY: Gentlemen, we have with us to-day a gentleman who is the product of the city in which we meet—a gentleman who has given great and detailed attention to this same railroad question as viewed by the jobber, both manufacturing and mercantile. I should like very much if it meets with your approval to hear from John Donnan, of Richmond.

Mr. Donnan addressed the meeting as follows:

#### THE RAILROAD QUESTION AS VIEWED BY JOBBERS AND MANUFACTURERS.

BY JOHN DONNAN, RICHMOND, VA.

He said in part:

Mr. President and Gentlemen:

We have heard with deep interest the address made by Presi-



dent Finley, and agree with many things which he has said; yet, to quote from the editorial of the *Atlanta Constitution*, under date of March 20: "What we had most hoped for was that President Finley would take the people into his confidence and tell them why certain things are as they are, and what it was proposed to do, to remedy them in the interests of a better public service. President Finley pleads for consideration for the railroads, on the part of the people;

WE ARE PLEADING FOR CONSIDERATION FOR THE PEOPLE, on the part of the railroads. That there are important concessions, which the situation demands, that the railroads shall make to the people, cannot be gainsaid. Mr. Harriman, just now the



IRBY BENNETT.

foremost of all railroad combiners and financiers, admits that when he says that responsibility for the conditions which confront the railroads in their relations to the people is upon the railroads themselves. President Finley, also, says that the railroads must 'cultivate the good-will and co-operation of the public, by the adoption and promulgation of economically and commercially sound principles in the conduct of their business,' and that the pressing need of the South to-day is for better and more extensive transportation facilities."

Continues the *Constitution*, "interesting generalities and sound ones, too. But, could he not have gotten closer to the people, by dealing with the concrete fact, for instance, of the widespread shortage of transportation facilities, the admission that the railroads are, themselves, largely responsible for this condition; and a statement of what the railroads propose to do, and do, at once, for the adequate relief of this situation?"

In President Finley's address at Memphis, April 23, he states: "I believe that there is no question now before the American people that compares in importance with this, and upon its correct solution depends the future prosperity, not only of the American railroads, but of the American people." And, also, "No community can thrive, either as a manufacturing centre, or as a distributing point, unless its transportation facilities are sufficient to move its traffic regularly and promptly. That if the increased traffic, resulting from our future growth, is to be handled expeditiously and satisfactorily, our railroad facilities must be greatly increased, and that all he asks of the Southern people is, that no unnecessary obstacles shall be placed in their way, and that they be supported by the same hearty spirit that welcomes and supports every other business enterprise that tends to build up this section."

In each of the above statements, the mercantile and manufacturing interests of this country heartily agree, and have been well aware of, for many years past; and had not conditions confronting the shippers become unbearable there would never have been

#### CAUSE FOR THE RAILROAD AGITATION

that has taken place. The whole tenor of the addresses which have been made by President Finley at Memphis, Atlanta and Anderson; and at Petersburg, Va., by President Johnson, of the N. & W. Railway; and at Wilmington, N. C., by President Emerson, of the A. C. L. Railway, is that the public must let the railroads alone, and allow them to make their improvements at such a time, and in such a manner as they see fit, and that the agitation of the subject, by the people of this country, is doing very great harm.

They should remember that the public does not wish to oppose railroad improvements, and that it is as vitally interested in the growth of this country as are the railroads, and possibly far

more so, as the amount of capital invested in the mercantile and manufacturing interests of America far exceeds that invested in railroads, and it is only because the public have been so outraged by the shameful treatment, which it has received at their hands, that it has risen, in its might, to demand the justice, which is its due.

In every address made by the railroad presidents, before the representative bodies of this country, it is clear that they have

GIVEN ONLY THE RAILROAD SIDE OF THE QUESTION,

and it is but justice that the people should hear some of the facts in the case, upon the other side.

In a letter to the speaker, a large merchant in Portland, Me., states: "It takes three weeks for goods to reach here from Connecticut towns, between 200 and 300 miles distant."

Boston, Mass., writes: "It takes fourteen days to bring solid carloads from Pittsburgh to Boston, a distance of 640 miles, and three days from Providence to Boston, a distance of 50 miles."

A large West Virginia manufacturer writes: "On September 20, they shipped a solid carload to Chicago. The records show that the goods arrived at Toledo the very next day, but were held there for nearly a month by the Lake Shore and Toledo & Ohio Central Roads, owing to a disagreement between the two, as to which road was responsible for the damaged condition of the car. The car left in perfect order, and they held that the two roads had no right, whatever, to make the consignee suffer in this matter. They were innocent parties to the transaction, and yet were made to suffer heavily, because of the desire of each road to saddle the responsibility of the damaged car on the other."

The Pacific Coast Lumber Manufacturers' Association, and the Southwestern Lumber Manufacturers' Association handle annually 110,000 carloads of lumber. Within the last twelve months, a representative of one of these Associations has stated that for three months during the past year, they were unable to secure a single car, and that these two Associations lost \$60,000,000 worth of business.

Only within the last few months, a leading lumber merchant of a Southern city, made the statement that he had sixty carloads of lumber in transit, and that he could not locate any one of them and were it not for his good credit, he would be broke.

But, to get closer home, my own house had a shipment which left Louisville, Ky., on March 6, via Southern Railway, reaching Richmond April 10, taking forty-four days to make a distance of about 650 miles, or at the rate of about thirteen miles per day.

These, gentlemen, are the conditions which exist in our country to-day, and that they are actual facts, each one of you knows full well, for the whole commercial class of the United States is suffering uncalled for losses, on account of the lack of reasonably quick movement of freight from point to point, throughout the whole of this country. And yet with such conditions confronting us, we are told that "most of these can be settled by conferences, between shippers and railway officials, in which each side presents its case frankly, and gives due weight to the arguments of the other side."



JOHN DONNAN, PRESIDENT,

Southern Hardware Jobbers' Association.

Have conferences ever availed us anything? For years we have written letters, and in person, as individuals, have protested, urged, besought, and

IMPLORED OF THE RAILROADS FAIR TREATMENT.

For years we have been ultra-conservative, moderate, deferen-



tial, and almost abject in our attitude toward them, submitting to delinquencies, breaches of faith, and all rules of equity on their part in their dealings with us, allowing them to take such latitude and such privileges in carrying out their plain business engagements as we would not endure from, or even think of allowing to, anyone else with whom we had similar business transactions.

Can any shipper, consignee or business organization in the United States show any permanent improvement or benefit to himself, his company, or his community, as a result of this rare exhibition of conservatism and patience, in dealing leniently with the railroads? Why, then, should we, who beyond question are reasoning human beings, and can, and do, judge the future by the past, continue, indefinitely, a course which long years of experience have proved, conclusively results only in a crop of illusive replies, and equally futile and broken promises, of relief, from an injustice, which we would not endure in business, for a day, from our best friend, or from any man, or set of men, on earth, except from the railroads of the United States?

A delegate moved that the thanks of the meeting be tendered to Mr. Donnan for his very excellent paper, "which was prepared with so much pains, and if it would be in order I would move, in the spirit of fairness, that it also be placed in the records of the two Associations."

Mr. Asbury put the motion and it was unanimously adopted.

Robert Garland, of the Garland Nut & Rivet Company, Pittsburgh, Pa., was introduced and he read the following paper:

### SHOULD NOT HARDWARE JOBBERS PROPERLY ANTICIPATE THEIR REQUIREMENTS?

BY ROBERT GARLAND, GARLAND NUT & RIVET COMPANY, PITTSBURGH, PA.

During the last few years trade policies have changed in remarkable degrees. Business is not conducted in the same old conservative manner, and to keep up with the times one must properly appreciate the new conditions. The buying or ordering of goods has become an art. Quantity, time of delivery and price



ROBERT GARLAND, VICE-PRESIDENT,  
American Hdw. Manufacturers' Assn.

must be considered. The buyer, however, must be somewhat of a prophet in order to gauge correctly, or nearly correctly, as to his probable wants for a given period, and he is more than a prophet who can predict as to just when the goods ordered will be received.

It goes without saying that a business house, particularly a Hardware jobbing house, is not strictly up-to-date unless its stock is well kept and of proper assortment, and even the best conducted house will now and then run out of stock on staple goods or leading sizes. At times the fault lies with the factory, but in my opinion it lies more often with the jobbing house, by reason of not having ordered sufficiently ahead. I acknowledge that

IT IS HARD TO FORETELL DEMAND,

but the fact is that business as it is conducted to-day requires more than ever before the closest supervision of a capable stock manager.

Railroad congestion is one of the important points that we must figure with, due principally to car and engine shortage. Coming

regularly in these times during busy periods, and especially in severe winters, the resultant delay in transportation of goods has become one of the important factors bearing directly on the subject of requirements.

Looking at the matter from the factory point of view, there is no question in the minds of the manufacturers but that anticipated requirements, even though future shipping dates are requested, are something very much to be desired. In the case of rolling mills or steel works it is a wonderful help to the prompt getting out of material if a full aggregation of sizes, sufficient to make a proper heat or rolling, can be compiled from the order book. In the factory, no matter what the line, the same rule will bear out, as machines can be run to better advantage by an accumulation of orders than by constant changing of dies or parts made necessary by the manufacturing of small quantities.

Another point is that of raw material. The manufacturer on his part can also better arrange for a proper stock of raw material out of which he makes his manufactured goods if he has some prior knowledge or approximation as to the wants of his customers.

I don't mean to say that all jobbers do not anticipate their wants, but I do know that a number of them do not, and what the manufacturers would like to see would be

A CONCERTED MOVEMENT ON THE PART OF THE JOBBERS.

to do just a little better in this direction. There are certainly some bright men in your employ whose judgment is good and with whom you can discuss your probable needs, and, as said before, even if your order has coupled with it a future shipping date, or two or three shipping dates, please remember that it is a great help to your friend the manufacturer to have this advance information as to your needs.

The argument might be made from the jobbers' standpoint that the manufacturer should come close to realizing the approximate requirements of the jobbers as a whole and arrange his own stock accordingly, but it will occur to you that while

THIS MIGHT BE DONE ON CERTAIN STAPLES,

it would be a very difficult thing for a manufacturer of what are called seasonal goods to appreciate what the demand would be from the different sections of the country, as it is a well-known fact that different types of goods are required for different sections. The demand, whether large or small, depends entirely upon local conditions as to weather and crops, and the manufacturer cannot, of course, be expected to maintain a weather bureau for all localities.

On account of not properly anticipating requirements jobbers will frequently order goods by express, and the extra transportation charge will often eat up the profit.

If we can in our trade relationship with each other reach that time when wants are properly anticipated there will be fewer urgent requests for shipment of small lots and fewer telegrams starting off "When will you ship?" The party ordering very often feels much aggrieved because a small shipment is not made promptly when the order showed urgency or perhaps was a telegraphic one. What may appear a leading size in the eyes of the party ordering may be considered odd or a poor stock size on the part of the manufacturer, and the wailing importunities of the buyer under such circumstances are often hard to alleviate. It reminds one of the saying which has been expressed in a popular song of the day, "I want what I want when I want it."

Now, it is not my purpose for one moment to doubt the INTELLIGENCE OF A MAN IN RUNNING HIS OWN BUSINESS, but I desire to say that to-day manufacturers generally, more so than in the past, are carrying larger stocks of raw material in proportion to their output in order to be assured of a proper supply, and the same rule must of necessity apply to the stock of a Hardware jobber. Probable wants must be anticipated to-day more than ever before in order to run a successful business, and in thus anticipating, and anticipating as far ahead as possible, you will not only be doing a service to yourselves, but you will give the manufacturers a distinct advantage in the economical manufacture and distribution of their goods.

Chairman Asbury next introduced J. C. Sproul, of the Anniston Hardware Company, Anniston, Ala., who addressed the meeting on the subject of "Importance of the Customary Cash Discount to the Jobber."

His address was as follows:

### UNIFORM CASH DISCOUNT.

BY J. C. SPROUL, ANNISTON HARDWARE COMPANY, ANNISTON, ALA.

The subject of a uniform cash discount is one of the utmost importance to the jobbers of Hardware, for the reason that their terms to customers have long been fixed and are well nigh universal, being sixty days or two per cent. cash ten days; but this ten days is very much abused and in most cases the payment is accepted in twenty and sometimes thirty days, so that to figure



intelligently the jobber should know that he gets as much off in paying cash as he gives when the settlement is made with his customers.

The manufacturers have all kinds of terms—some net cash, no discount; some thirty days or one per cent. off, and some thirty days, two per cent. ten days.

We take it that the

#### CASH DISCOUNT IS GIVEN TO INDUCE PROMPT PAYMENT

of bills, so that the seller will get his returns as quickly as possible and in this way use the least amount of money in his business. Most of our members live a long distance from the factory and in ordinary times it takes two to three weeks to get goods after they are shipped, but in the last year we feel that we are doing well to get them in thirty days.



J. C. SPROULE,

Southern Hardware Jobbers' Association.

It is a bad custom to pay for goods before they are received, and most of us prefer to

#### GET THE GOODS CHECKED IN BEFORE PAYING THE BILL

because there might be a mistake in billing, and in many cases where goods are sold delivered the freight has to be paid and taken off before a settlement can be made. You will remember the old saying that "There are two very poor paymasters, the one who pays before he gets the goods, and the other who never pays." So, if this matter can be adjusted so as to give us time to get our goods before discounting them and then holding fast to such terms, we would have an ideal arrangement, and, on the whole, the seller would be much better off.

I believe for our territory if the manufacturer would make his terms sixty days and allow two per cent. for bills paid within thirty days that he would have an arrangement that would reduce credits to thirty days.

#### THIS WOULD GIVE TIME FOR THE GOODS TO REACH US

and be checked in, and the discount of two per cent. for thirty days would force the payment of all bills from the fact that no jobber could afford to lose an option so valuable, and those of us who are not supplied with sufficient capital to discount bills would arrange to get the money when so much is allowed. It is supposed that the manufacturer puts enough profit on his goods to stand this cash discount, so that it is no hardship on him to allow it, and to reduce his business to payments in thirty days would be an ideal one for him as well as for his customer.

G. H. Jantz, of the American Wringer Company, New York, was introduced and he read the following paper:

#### WHAT CONSTITUTES A HARDWARE JOBBER?

BY G. H. JANTZ, AMERICAN WRINGER COMPANY, NEW YORK CITY.

For the purpose of gaining information that would induce discussion of this subject I made some inquiries and found that the best definition is given by a literary authority who was never a manufacturer, jobber or retailer. Webster says "A jobber is one who purchases goods and sells to retailers." It may be inferred from this that in Webster's time business was conducted

somewhat different than it is to-day, because the term jobber can now be defined as one who purchases goods and sells to retailers at manufacturers' wholesale prices, and to consumers at retailers' prices, for the reason that there are many houses who find it to their interest to conduct a combined wholesale and retail business. Some of these concerns rank among the largest distributors to the retail trade, and while their retail business is comparatively small yet the volume of it may be as great as the sales of some houses which do an exclusive jobbing business.

On the other hand, there are houses whose business is more evenly divided between wholesale and retail, or may have a larger retail than jobbing business, but

#### CAN ALSO BE PROPERLY CLASSED AS JOBBERS,

because they make a business of selling goods to retailers.

It is the combination of wholesale and retail business which brings up the perplexing problem as to where it is fair to draw the line between jobber and retailer, and it is this question the manufacturer needs most light on for the purpose of directing him how to be fair in his dealings with all of the trade, rather than the question as to whether or not this or that house is entitled to handle the goods.

Webster's definition is clear and correct as to what constitutes a jobber, be he large or small, exclusively wholesale, or wholesale and retail. It simply applies to merchants who sell to retailers, but it is for the manufacturer to decide how he will classify the merchants who wish to buy his goods, and this to be

#### FAIRLY DECIDED REQUIRES JUDGMENT BASED ON EXPERIENCE.

But there is another class of merchants which requires the manufacturers' most serious consideration. I understand that there are retailers who now and then dispose of a few staple lines of goods to retailers, and in some instances the quantity of goods so distributed is even larger than the quantities handled by recognized jobbing houses. I don't believe that Webster's definition of the jobber applies to this kind of wholesaling, and it seems to me that a better term would be to call it hawking or clubbing. However, it makes no difference what it may be called,

#### IT IS MANIFESTLY UNFAIR TO THE JOBBER,

and the jobber has good ground for entering an effective protest with the manufacturer whose goods are so handled.

There can be no objection to a retailer combining jobbing with his retail business, providing he does jobbing in the legitimate way, as jobbing is generally understood, and thus becomes a jobber, but the idea of taking first this and then that article or a few lines which happen to be obtained at quantity prices and divide them among a number of retailers is decidedly not jobbing, and no manufacturer who distributes through jobbers can afford to countenance it in any manner, no matter how large the quantity may be that can be so disposed of.

You will notice that the subject is "What Constitutes a Hardware Jobber?" While it is quite well understood as to what constitutes a jobber, there seems to be a good deal of doubt in the minds of jobbers and manufacturers as to what constitutes a Hardware jobber. This is the problem that I wish to leave to some one of greater experience to solve.

I asked some of my friends in the Hardware jobbing business to tell me what constitutes a Hardware jobber. After talking with several I happened to call on one of the veterans of the trade and said, "Can you tell me what constitutes a Hardware jobber?" He said, "Yes." His quick answer startled me. I said, "What is it?" He said, "That is a Chinese puzzle." I said, "I thank you very much, as I am glad to know at last what constitutes a Hardware jobber; but now, please tell me what is a Chinese puzzle." He said, "My boy, that is something you must see; it cannot be explained."

Speaking seriously, I found from my inquiries that Hardware jobbers define their business by the lines of goods they handle, and that some of these seem to be foreign to Hardware. However, they are classed with Hardware, and judging from the goods that were mentioned it is evident that the lines of demarcation of trade which classified the British ironmonger fifty years ago from other trades, or

EVEN THE AMERICAN HARDWARE MERCHANT OF TWENTY-FIVE YEARS AGO,

have been obliterated, and that the variety of goods which constituted a Hardware business then would be entirely inadequate now.

Progress and necessity have obliged the Hardware merchant to reach out and take up many lines, which can only be called Hardware by adoption or kindred lines, as will be seen by the goods which Hardware jobbers now handle. I do not remember all that were mentioned, but here are some: Stoves, Tin and Enamelled Ware, Woodenware, Silverware, Clocks and Watches, Sewing Machines, Rubber Goods and Belting, Rope and Twine, Building and Roofing Paper, Paint, Brushes, Glass and



Putty, Gas and Electric Fixtures and Appliances, Harness and Saddles, Horse Blankets and Carriage Robes, Leather Soles, Shoe Findings, etc. These goods indicate that

THE HARDWARE JOBBER IS WELL PREPARED NOT ONLY TO SUPPLY THE  
RETAIL

Hardware merchant with everything he wishes to handle, without his having to draw goods from jobbers in other lines, but the Hardware jobber can also supply other trades, for example, the retail harness dealer. Perhaps he does do so, as there can be no good reason against it. However, the Hardware jobber in order to properly supply the retail Hardware merchant must carry a variety of goods which the retail Hardware merchant needs for the maintenance of his business, and what these items shall consist of cannot be definitely fixed. This must be determined by what the retail Hardware merchant has to contend with from competition of other trades who have adopted Hardware items as kindred lines. This, I think, goes a long way toward deciding as to what constitutes a modern Hardware stock.

Other trades have been just as active as the Hardware dealer, if not more so, in reaching out and adopting lines foreign to their particular trade. The druggist handles cigars, confections, brushes, combs, cutlery, and of late it has become quite a fad for the druggist especially to push the sale of razors.

The grocer handles Woodenware, Tin and Enameled Ware, Paint and Brushes, but of all trades that have been most active or progressive in adopting lines entirely foreign to its class is the dry goods trade, for besides the great variety of goods that is generally understood as making up a stock of dry goods, the dry goods merchant now carries almost all the articles which the Hardware merchant handles, and in addition, men's clothing, hats, shoes of rubber and of leather for men and women, drugs, groceries, wine and liquors, china and glassware, jewelry, flowers, pianos, musical instruments and music, toys, trunks and traveling bags tobacco and cigars, butter and eggs, fresh and cured meats, live birds, gold fish and dogs, pictures, art goods, etc.

It is apparent that

THE LINES OF DEMARCATION IN ALL TRADES HAVE BEEN BADLY  
BROKEN

and in some cases obliterated, and that therefore it is now exceedingly difficult to determine what lines constitute a Hardware stock or any other stock, for if the Hardware jobber in addition to his stock of clocks and watches, finds it for his interest to handle jewelry for the purpose of supplying the retail Hardware merchant or to sell to the retail jeweler, where is there ground on which any one can consistently base an objection to his selling the jeweler?

In view of this combining of various lines of goods, foreign to each other, which now form business houses and the intermingling of trades, it seems to me that there is no such thing as a strictly Hardware jobber, nor a chance for such a business to exist, and as if there are just two things that constitute a Hardware jobber, the chief of which is making it a business to sell goods to the retailer, and the other carrying as much as possible the variety of lines which the retail Hardware merchant must handle for keeping his business up to date.

The meeting closed with a reading of a paper by T. G. Ewing, of the Ewing Hardware Company, Gadsden, Ala., which was as follows:

#### THE DISPOSITION OF MANUFACTURERS TO ENCOURAGE JOBBERING AT PLACES NOT RECOGNIZED AS JOBBERING CENTERS.

BY T. G. EWING.

Let us first define a jobber. A jobber is one who buys goods from factories and carries a large assorted stock of merchandise that makes up the Hardware business of to-day, and distributes this merchandise to the merchant trade through a number of regular employed, traveling salesmen.

There are some good business men among the dealers in small places and they are at all times trying to buy goods direct from manufacturers, and when their letters are received at factory, if their rating is satisfactory, Mr. Manufacturer has the goods (or expects to have them some day), never stops to think about Mr. Jobber whom he has probably loaded up on his line, but dictates a letter to Mr. Dealer quoting a line of prices, five dozen fifty per cent., twenty-five dozen fifty and ten per cent., 50 cent freight allowance. The dealer in order to secure the lowest price

WILL ORDER ENOUGH GOODS OF ONE KIND

to last him two years ordinary sales. He gets these goods in his house, the country merchant is at once advised that he can sell them some items as low as anyone, he unloads the surplus stock at probably five to seven and one-half per cent. profit. Or if he fails to get them off on his neighbor merchant, the consumer gets a very low price, a price the neighbor merchant cannot compete with and buy the goods from a legitimate jobbing house.

The complaints begin to pour in to the traveling salesman, John Smith is selling axes for less money than you quote them to me. The traveling salesman calls on Mr. Dealer and quotes prices on staple and shelf items. Mr. Dealer draws himself to full height, looks wise and says, "I like you all O. K., but your prices are all out of line. Would like to give you an order, but I am buying these goods direct from factory." Occasionally one will show his invoice and true enough, his price is within 2½ to 5 per cent. of what the jobber has paid. For a jobber to regularly meet such competition

WOULD SOON RESULT IN A BUSINESS SUICIDE.

However, he frequently does meet the price quoted by the manufacturer and then urges a concession from the manufacturer.

Is this not one of the causes of low prices demanded by jobber from manufacturer?

This year one of the plow manufacturers quoted by postal card his goods to every small store in the South at a price a lot of jobbers did not get. These things cause the jobbers' traveling men to complain, say they cannot sell goods against such prices. Of course, Mr. Manufacturer, who is taking life easy living luxuriously with never a worry or a trouble of any kind, does not think about how much trouble he is making some poor overworked jobber several hundred miles away. Some of the largest manufacturers in this country

ARE SATISFIED WITH SELLING THE RECOGNIZED JOBBER,  
but will sell him one to two carloads of their goods, and go to



W. L. SANFORD,

Southern Hardware Jobbers' Association.

the next town fifteen to twenty miles away and sell the dealer one-fifteenth part of a car within five per cent. of price sold the jobber.

We do not know whether this could be termed "Disposition of Manufacturers to Encourage Jobbing at Places not Recognized as Jobbing Centres," or not. We do know it is very demoralizing to a jobber, who is trying to make an honest profit on his business. Frequently a traveling salesman will drop into the store and want to show his line, and is honest enough to tell you they only have only one price to all, retailer or jobber. These people cater to the retail trade.

The territory of the jobber is being invaded by the manufacturer more and more as the years go by. Of course, this does not apply to all manufacturers, for there are a number of them WHO BELIEVE THE JOBBER TO BE THE MOST ECONOMICAL MEDIUM OF DISTRIBUTION.

When our forefathers landed the good old ship on the Atlantic Coast, the North American Indian was put on notice that his days of happiness were numbered. These new invaders would eventually push them away back in the corner. We are all familiar with their history.

My friends, my opinion is the jobbers of this country must get busy and work harmoniously with the manufacturers and try to persuade them to keep hands off our territory, or we, like the Indian, will have to step out and surrender our trade we have all worked so hard for those many years. Of course, there would be nothing left for the jobber to do, so he would be compelled to go into manufacturing or catalogue house business. This would be a calamity as it would break up the Hardware Jobbers' Conventions. Some of the boys

WOULD BE DEPRIVED OF THE PLEASURE OF MEETING OLD FRIENDS AND  
CUSTOMERS,

and looking through spiked glasses to see the sun eclipsed.



There are a few dealers in Alabama who buy some staple lines in car lots direct from the manufacturer, prices same as jobbers pay. The goods are sold to the small merchant and consumer all alike, always at a less profit than any recognized jobbing house could afford to sell them. This kind of business is an injury to the jobbers.

Mr. Manufacturer, you must remember it costs the jobber of this country from 12½ to 15 per cent. to act as distributing agents for you. And this is less than it will cost you to distribute your own goods. We ask that you find out who are jobbers before naming the price.

YOU MUST NOT THINK THAT YOU CAN GET ALONG WITHOUT THE

JOBBER,

as they are working every nook and corner, selling all the small dealers and taking all the risk. Of course, you take a risk on the jobber, but it is small compared to the risk the jobber takes on all the small merchants of the country, numbers of them with ratings less than \$1,000.

Were you ever on a farm about feeding time and notice how a certain animal, the farmer calls a pig, will jump into the trough with all feet and try to gobble all the feed? This reminds one of some manufacturers. They are not satisfied with walking up quietly and taking the cream, but want the clabber and butter-milk, too.

An old negro of the true African type came to me one day and said: "Mr. Ewing, I wants you to help me." "In what way, Alf, do you need my help?" He says, "I wants to be somebody, I wants you to help me buy me an organ, this will make me of some 'portance among my people." Now, Mr. Manufacturer, we want you to help us by giving us more protection, so we can be of more importance with the good dealers of our several territories. By so doing, you get the business just the same, while we, the jobbers, get more business, and at the same time have a better opportunity to make a legitimate profit.

TUESDAY EVENING.

The dance given in the spacious ball-room of the Hotel was a pronounced success. The floor was waxed to perfection, and looked most inviting. The music was dance-inspiring, and every time the orchestra struck up, a hundred couples or more were on the floor ready to enjoy themselves. Many remarked that at no previous Convention has there been so many who took such lively interest in this part of the entertainment.

#### EXECUTIVE SESSION OF THE JOBBERS.

THURSDAY MORNING, JUNE 13.

President Dunlop called the meeting to order at 10.30 A. M.

The President stated that Mr. Sanford, who was on the list for a paper, was absent.

Mr. Barker produced a letter from Charles H. Ireland, of Greensboro, N. C., which was read by the Secretary. The letter was written in Mr. Ireland's humorous style on the ups and downs of the jobbers, and was greatly enjoyed by the delegates. Being a personal letter to Mr. Barker, it is not given in detail in the proceedings.

Mr. R. D. Warren, of the firm of Benedict, Warren & Davidson Company, Memphis, Tenn., addressed the Association on the subject of

"THE ESSENTIAL ELEMENTS OF A CREDIT MAN."

Mr. Warren said:

#### THE ESSENTIAL ELEMENTS OF A CREDIT MAN.

BY R. D. WARREN.

Money is queer stuff. The opposites meet in it so strikingly. It may be the most cruel, exacting tyrant or the most faithful, intelligent servant.

Whether the goods in our shelves are turned into the money tyrant or money servant depends largely upon the man we have at the head of our credit department, and upon this man depends largely the success of our entire business. He must be a man of strength or power—power to systematize—strength to revolutionize, if needs be, our entire credit department.

The first essential of an up-to-date Systematized Credit Department would be a complete set of filing cases for all credit information. These will naturally take the form of the envelope or card filing system. To the credit man a complete set of files with accompanying information are just as essential as books to the lawyer or tools to the mechanic.

In these files are kept a record of each customer, including all information gained from the mercantile agencies and other sources of information. Upon this knowledge you will see that the credit man must usually form his opinion and give credit, not on his own actual knowledge, but upon information given by others. Whereas the banker or money lender, especially in our smaller cities, bases his line of credit on collateral offered of known worth, or upon the actual and known worth of the creditor. Of course, we know our larger banking institutions doing business over large extended territory have their regular, equipped credit departments, whose heads stand in same relation to the banks' management as our credit man does to our business. But more often than otherwise,

THE CREDIT MAN MUST FORM HIS ESTIMATE OF THE MAN, firm and company from these records, hence he must have power to estimate a risk at long range.

While financial ability should be amply weighed, capacity, char-

acter and the moral risk are large factors in the final decision. More than ninety per cent. of the world's business is done upon credit or upon faith, and I doubt if there has ever been an age of the world when so much weight was given by our banks and credit departments to the moral risk of the creditor. This is as it should be and I am glad it is a fact that no one will deny who is fully in touch with what we will call the great faith system of our commercial life. This moral risk being rightly given such weight, our ideal needs to have his share of this moral fibre in himself or he will fail to recognize it when he comes in touch with it in his creditor. Now, I do not want to be misunderstood here. I do not pretend to argue the world commercially is growing so much better in

THE MORAL FIBRE THAT GOES TO MAKE UP THE RANK AND FILE of those following commercial pursuits. The records of our bankrupt courts are too strong arguments on the other side. But I do maintain that like as in the mental and spiritual world the Lord is calling the few out to special work, so the complex conditions surrounding our commercial life is calling into play in the individual the strongest and best moral elements of which the human race is capable. Hence, our credit man should have power to read human nature and the ability to "size up a man."



R. D. WARREN,  
Southern Hardware Jobbers' Association.

Power to weigh all information at hand and be able to say if his would-be creditor has capacity. Does he possess the elements or requisites to make a winner, or the ability to do business at a profit? I believe I state a fact when I say

WE LOSE BY FAR MORE MONEY THROUGH INCOMPETENCY OF OUR DEBTORS

than from any other cause. We frequently hear the remark about some professional man that he ought to be plowing—and 'tis true, 'tis pity, but my friends, all these misfits have not sought to get into public life, in our section by far the most of them have gone into the mercantile business, thereby adding large burdens to the duties of our credit man and tax to our business. Incompetency and dishonesty are not synonymous terms by any means, but they end at about the same point, viz.: with loss of someone's money; hence, if possible, the credit man will always seek an interview with his would-be customer, have a frank, confidential talk with him, listening all the time to know if he rings true. Notwithstanding the apparent truth of the statement that the thief's ability

TO LOOK YOU IN THE EYE WHILE HE MAKES PLAUSIBLE STATEMENTS, is part of his stock in trade, still the observing credit man is able to divine the line between sincerity and dissembling and by his own open manner do much to win the confidence of the honest man and disarm the dissembler.

Having once given a line of credit, we should not alone live up to the limit of this agreement: we should just as definitely require the debtor to honestly and justly keep his share of the contract.

The hand of the customer is sometimes stricken with a kind of palsy, and he is unable to extract the money due from his pocket. But a frank, firm talk from our genial model soon overcomes the palsy, and out comes the hand with the potent yellow gold.

Who can understand THE RADIATION OF PERSONAL POWER OVER LONG RANGE CUSTOMERS with nothing to transmit it but cold, black type? Yet some men radiate power as to bring the crisp, yellow-back bills out of the barren places and to overcome the pen paralysis which prevents the signing of the name to our overdue checks.



In other words, one of the most essential characteristics of the credit man is his power as a collector. Other things being equal, the best collector is the best credit man. This means for the credit man an indomitable amount of energy and power to work. The success of the credit department requires of its head as many hours of downright hard work as any department. The prompt notice from this department to all debtors of the maturity of all accounts and bills receivable and definite and continued renewal of these notices until the indebtedness is settled, is in its results the "sine qua non" of the credit department.

But while energy, indomitable will and physical strength will overcome obstacles, and

MEN THUS DOMINATED HAVE BECOME GIANTS OF COMMERCIALISM, the credit needs more. He must have adroitness in adapting word or action to the circumstances; in other words, that rare, subtle characteristic called tact.

Tact and courtesy should always mark him. It is easy enough to be courteous to the capitalist or any other successful man, but to refuse to give or extend a line of credit, and to do it in such a way as to retain the good will of the man, that is tact. A business house once issued a card bearing this inscription, "Be decent to the under dog, he may be on top to-morrow." The tactful man will be decent to the under dog, but in such a way as to help him, if possible, to be on top to-morrow.



EDWARD M. KEMP, MEMBER EXECUTIVE COMMITTEE.  
American Hdw. Manufacturers' Assn.

Some one has said that "Keep the customer," is the one command which embraces the whole business decalogue. Where customers number thousands it is very easy for the hundredth buyer to drop out and you not miss him unless his account is a large one. Every customer cut adrift by

GRIEVANCE UNADJUSTED BECOMES A CHARGE on the future business—a negative advertising.

Here the strength of the credit man is shown. He should have the power of adapting himself to the viewpoint and personalities of the purchasers, and by judicious adjustment of even the small grievances, if possible, prevent the floating adrift of the customer, which means a loss of potential profit and the advertising his good will represents. Much of this work of the credit man must of necessity be done by his assistants, but his personality and foresight must be behind it and his finger all the time on the button. Thus you see the credit man ought not to be the mean man of the institution, although he is sometimes classified as such.

He must believe in every creditor of the firm just as far as his line of credit based on his assets and moral risk entitles him to. It is a great tax on him physically, mentally and morally, to meet cheerfully the demands on him. Surely we do not want a weakling at the head of our credit department! But where shall we find this all-round man? This man of "parts" as the Scotch would say. Get the strongest man possible for the head of this department, but do not be discouraged if he does not have all the essentials of the successful credit man. He may need a little toning up here and a little toning down there, he may fall short of the ideal, but if he shows the leading characteristics train him up until he approaches the ideal.

You will find much assistance in this by his connection with the Credit Men's Association. He should be encouraged on this line, and as often as expedient have him attend the National and other Credit Men's Association meetings. Here he will meet the brightest minds in this line in the business world, hear the discussions of the best manner of conducting his department and the finest theories may later materialize into successful practices

under his judicious use. The change, the rest and the enthusiasm gained will do much toward developing the essential characteristics.

Now, we have spoken of a few of the essential characteristics of a credit man and we truly see he must be one with eyes that see, ears that hear and a mind to execute, but let's stop a bit before I finish—this credit man needs to get his department and himself rightly adjusted to the business as a whole.

The credit department is of great importance and if its head is the man of "parts" that he needs be, he will recognize his place in the great machinery of the business and get properly adjusted, not only to the various departments, but to the business as a whole.

He will have a sympathetic understanding with the management as to the conditions and operations of his regular routine work and also bring for consultation trying cases or unusual conditions remembering that "in the multitude of counsel there is wisdom."

The wheels of a clock move, some forward, some backward, some slowly, some rapidly, but all co-operate to accomplish one result, namely, the telling of time.

So the various departments of a well-organized business, while not working in the same way, tend to some end, and our credit department works in conjunction with the other departments to accomplish the final goal, namely, the highest good of the business and the ultimate success of all.

PRESIDENT DUNLOP: Gentlemen, this is a very important subject and a very splendid paper, and I would be glad to hear from some of you on the subject.

MR. MOORE: Mr. Chairman, I want to say that I have been very much interested in the paper Mr. Warren has read. It shows that he has given a good deal of thought to the subject. I have no doubt that the credit department is where a good many people make the mistake, and especially young men going into business. I have known young men to go into business who had seen only the sales' side of life. They may have been traveling men or salesmen in a house; they had never looked into the expense side of business and the financial side and the difficulties of the credit department.

The credit department is where a man can make a good many friends. A credit man is usually considered a hard-faced man. He is the man who has got to bear a good deal of the brunt of criticism. He is the man that is supposed to give most of the offences. He stands back and looks at the figures on the books and sees the maturing of accounts that need money; and maybe the buyer has bought a little too heavily for the financial condition, especially if crops are bad, and a good many people are asking extensions, not discounting their bills and the money is not coming in just as it ought to. It inclines him to look a little bit hard as he sits back in his office and does not get at the salesmen, and the salesman usually thinks that it is an easy thing to fill his position. It is true there are all sides of the business to be looked at. A credit man must not make enemies. I see that Mr. Warren has that idea, and it is a very tactful and very difficult thing to tell a man that he cannot credit him, and that he has gone far enough and to keep him still in a good humor and to make him love you; so it requires peculiar qualifications for a credit man. I am reminded that I have met a gentleman in the hotel here last night. I used to do business with him fifteen or eighteen years ago, and at that time he sold his goods on good long time. I did not have very much money and I took advantage of some of his terms. The main thing I want to get at is, that he had an office man that sat back at his desk and did not get out and get acquainted with people personally, and he could write some of the most insinuating letters that I ever had. The gentleman who had charge of the other end of the business was a smooth and pleasant gentleman. He had the characteristic of making you feel splendid when you were dealing with him; but if you took off a little extra discount and did not come up exactly to the letter his office man would write those mean letters. The result was that they dissolved partnership. While the office man was a clever fellow personally and did not mean anything by it, he did not express himself right in writing letters, and the result was while he thought he was bringing in business he was driving it away.

Now, a man to be a successful credit man must not be a man of one idea. A credit man must be a man who can look upon all sides. Now, in my history I have had several young men in my business and they had worked for me a good long while. They had been on the sales end of the line and they thought it was an easy thing to run a business. They did not look to the financial end of the business, and they did not have to consider what judgment was required in the selection of customers. I have known several of them to fail. I think that is exactly where they failed. It was not for the lack of salesmanship or the getting rid of goods. The selling of goods is not all of it. The credit man ought to size up the signs of the times and ought to be a man who takes in conditions and particularly should know when it is a good time to be conservative.

MR. MANDLEBAUM: Mr. Warren, I tried to follow your paper very closely, but there are one or two points that I did not exactly catch. I think it is in the early part of your paper in which you state that when a new customer comes to you and you make inquiries on the outside concerning this party, that there you end, as I followed your paper, but you did not tell us what you do in case the opinion is good or bad concerning that party. Your opinion is made up one way perhaps, contrary to what the in-



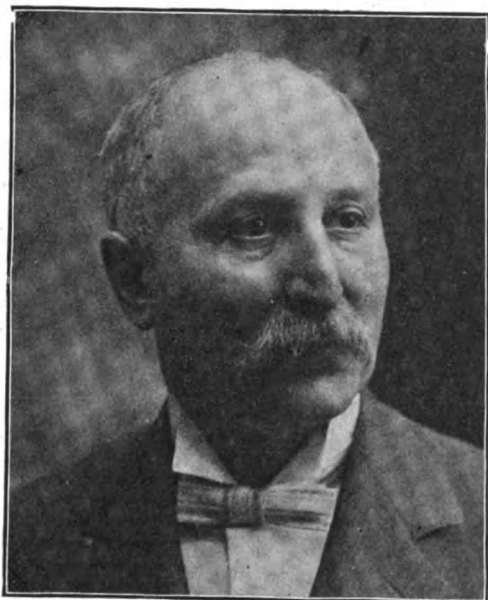
formation you got from other parties. What do you do in a case of that kind; do you use your judgment or do you go upon information you receive from those you ask?

MR. WARREN: Mr. Mandlebaum, the credit man, when he has any question about it, brings it to my desk. It works about this way with us: When an order comes in and the party is on our books the credit man passes upon it, but when a new customer comes in and the agency fails to give satisfactory information and the trade reports from the trade that is near us in our city, say, possibly Birmingham or Louisville, or St. Louis, perhaps we have to hold them for trade reports from there. We have some customers who have no rating whatever, who are some of the best customers on our books; but we never, when we can help it, give a man a line of credit until we have got good reason to believe from somebody who has traded with him, or an actual statement to the agencies or to ourselves that he has the ability to make money. We depend largely upon what it appears to be the man's ability and capacity to do business, and his moral risk.

I am new in the mercantile business in a sense, but I would like to hear this subject discussed. I know all departments are important, your buying department is important, but this credit man's desk is a point from which all your business revolves. If you cannot get the money to pay your bills there will be little profit. You cannot turn over your credit department to any one man. We leave too much to the credit man. I believe it is almost fatal for any management to leave it entirely to a credit man.

MR. MANDLEBAUM: You answered my question partially, but I want to get a little more information, because I look after the credit department of our concern; but before I ask you this question I will say that I do not agree with you at all in saying that the credit man should consult other departments.

MR. WARREN: I did not say other departments, I said the management.



J. J. MANDLEBAUM, EX-PRESIDENT,  
Southern Hardware Jobbers' Association.

MR. MANDLEBAUM: I claim that he absolutely should have control of the credits just as much so as a buyer has absolute control of the buying of the goods. I say the buying of the goods, not always the quantity. I believe that the buyer should consult the financial department of the business as to quantity, but when it comes to the character of the goods I say that the buyer should have absolute control of the goods, and the credit man should have absolute control of the credit department because he makes that his study just as much so as the buyer makes it his duty to buy the goods and the salesman makes it his duty to sell the goods.

MR. WARREN: Let me stop you a moment. Do you pretend to tell me that the credit man in a business, when he gets to a difficult question as to whether to let a man go further with a line of credit, that he should decide?

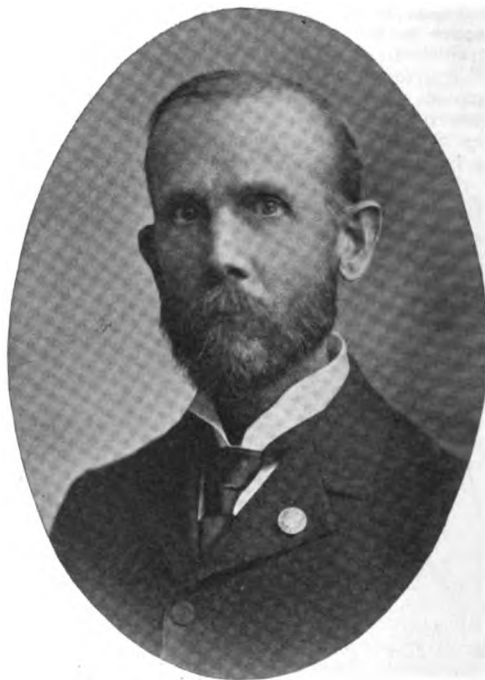
MR. MANDLEBAUM: Yes, sir; if he consults other departments he is interfered with. He is supposed to know his part of the business. That is my idea of it. That is as we do in our business. I don't say, Mr. Warren, that in our business when we come to a case just as you have stated that I do not go and consult the management, but at the same time I use my judgment. My judgment goes as to whether or not we shall sell that man or continue selling him. Now, that is my explanation of differing with you regarding the duty of a credit man.

Now, answering my question further, I asked you what you did when you consulted other parties, and your reply was that

you would get the trade report as well as the agency report, and what do you do in a case where the man is not in the reports and to whom you have not sold and he wants to open an account with you and you know nothing of him or very little; what do you do in a case of that kind when he comes there and says he wants to open an account with you?

MR. WARREN: We have to size him up and take the chances.

MR. MANDLEBAUM: There is another part of your paper in which you say where a man has not been prompt in his payments and does not confine himself to your usual terms; he is owing you a certain amount of money and then he comes and wants to increase his indebtedness. Now, in our business we do not limit



J. D. MOORE, EX-PRESIDENT.  
Southern Hardware Jobbers' Association.

the amount to any of our customers, but we carry in our mind how much that man ought to buy. I don't know whether others do that or not, but in case you have a limit upon your customer and he owes you, say, \$500 and comes in for an additional order for \$100, now what do you do in a case of that kind?

MR. WARREN: Everybody knows in the cotton country there is no rule. Some time ago a cottonman said to me that he had \$200,000 that he would have to carry over. I says, "What do you do?" He says, "I do just the best I can." "That is about all you can do or anybody else; but there is a limit beyond which I cannot go—I cannot throw good money after bad."

MR. MANDLEBAUM: That is the point I wanted to get at. If, in your judgment, he has gotten to a certain amount beyond which you cannot give him credit you would then say "I would rather sacrifice what he already owes me rather than increase the amount." You would do that?

MR. WARREN: That is more or less true in any case, you know.

MR. HEITMANN: This is touching upon a subject that you can talk on all day and I don't know that you would come any nearer to it after you get through. This is not a meeting of credit men, and I expect there are very few men here who are credit men.

I believe that the heads of the firms should be consulted when the various departments run up against propositions that they are uncertain about. The difference in territories brings about different systems of doing business. I don't think we can do better than to pass it up upon those lines.

MR. WARREN: I believe the paper follows the gentleman's idea absolutely.

MR. HEITMANN: Mr. Warren's paper is a good one. The main thing is to buy the goods right and sell them and make your profit and get your money back. That is all.

Miscellaneous business was called for.

PRESIDENT DUNLOP: The next order of business is the reports of special committees. We will listen to the report of the Committee on Resolutions.

The Secretary read the report of the committee, which was as follows:

#### REPORT OF COMMITTEE ON RESOLUTIONS.

We, your Committee on Resolutions, beg leave to submit the following report:

Resolved, That we extend to F. B. Dunlop, President, and W. W. Webber, Secretary-Treasurer, and officers of the Association, including the Executive Committee, our hearty thanks for their faithful services during the past year.



**Resolved,** That we extend to the Entertainment Committee, through its Chairman, Irby Bennett, our sincere thanks for the many pleasurable features provided for the members of this Association and its guests that have contributed so much toward making our leisure moments enjoyable, and especially the very delightful banquet, which proved to be so enjoyable as well as entertaining.

**Resolved,** That we cordially thank Mr. Henry H. Beers for the filial and genial manner in which he has met the problems involved in the duties of the Sergeant-at-Arms of this Organization; and to commend his zeal in assembling our business sessions.

**Resolved,** That we greet with much pleasure the attendance of A. J. Blehler, of Pittsburgh, a member of the Executive Committee of the National Hardware Association.

**Resolved,** That a hearty vote of thanks be extended to the management of the Jefferson Hotel for the efficient manner in which they have provided for our comfort and to assure them that we carry only pleasant memories for this session of the Convention.

**Resolved,** That we extend to the ladies in attendance upon our Convention a vote of thanks, and take this occasion to again express our appreciation for the inspiration and sunshine and good influence so gently but efficiently exercised during the leisure part of our convention.

**Resolved,** That we most heartily enjoy the very close intercourse and evidence of friendship and good will extended the Southern Hardware Jobbers' Association by the American Hardware Manufacturers' Association, and to assure them of our appreciation and to venture the hope that as these annual conventions come and go that these relations may become stronger and the mutual interest of one to the other may become more apparent to both, and to express the desire that our relations may be cordial and beneficial.

**Resolved,** That the members, as well as the ladies and invited guests, thank the Hardware Jobbers of Richmond for the most delightful entertainment given by Polk Miller, Wednesday evening, with his celebrated plantation dialogue and coon song as sung by the negro quartet.

**Resolved,** That the members also wish to thank the Hardware Manufacturers of Richmond for the enjoyable entertainment extended to the ladies on Wednesday afternoon at the Country Club.

**Resolved,** That we express our thanks to the trade papers, which are represented at this Convention, recognizing their importance to us. We cordially invite them to be present at all of our future Conventions, and solicit their aid and counsel.

**Resolved,** That we express our thanks to the Western Union Telegraph Company and the Postal Telegraph Cable Company for the free use of their wires during the sessions of the Convention.

(Signed)

F. A. HEITMANN,  
Chairman.

A. M. AVERY.  
S. ST. J. ESHLEMAN.

On motion, the report of the Resolution Committee was unanimously adopted.

PRESIDENT DUNLOP: The next order of business is the report of the Nominating Committee.

PRESIDENT—John Donnan, of W. S. Donnan Hardware Co., Richmond.

FIRST VICE-PRESIDENT—W. L. Sanford, of Roberts, Sanford & Taylor Co., Sherman, Texas.

SECOND VICE-PRESIDENT—H. R. Miller, of Barnes-Miller Hardware Co., Memphis, Tenn.

EXECUTIVE COMMITTEE—O. B. Barker, C. H. Ireland, Bruce Keener, W. A. Parker.

On motion of Mr. Moore, the report of the Committee was accepted and the Secretary instructed to cast the vote of the Association for the officers nominated.

Mr. Barker addressed the Association and said that it had not been his purpose to serve on the Executive Committee for the ensuing year, but that Mr. Donnan was loath to accept the nomination for the presidency unless Mr. Barker continued on the Executive Committee. Mr. Barker said Mr. Ireland also felt that he had been on the Committee long enough, but that Mr. Donnan insisted so strongly that he concluded to serve another term.

Mr. Donnan was called on for remarks.

Mr. Donnan said:

**Gentlemen:** I certainly thank you for the honor which you have conferred. It certainly gave me a great deal of thought when the Nominating Committee suggested that I permit my name to be used. I did not feel that I was a man for the position at all. I believe that every one of you that knows me knows that I love the Association; that I will work hard for it, and it has always been my pleasure to do what I could for them, and I much rather would have been one of the privates in the ranks, and do my part than to have taken the burden upon my shoulders, and I would not have dreamed of doing so unless I could have the advice of the old wheelhorses to uphold me in the position.

This Association has great possibilities. If we just knew, if we would use the forces that we have we could accomplish anything we should want. I may just as well speak frankly. It has been said in years gone by that we come here and make those talks and get enthused along these lines and we go home and nobody hears any more from a member until the following year. Now, you gentlemen living in different sections of the country know the conditions existing there. How can your Executive Committee know what the Association wants unless the members write to the officers and give them ideas along certain lines and tell them what conditions do exist.

I am willing to pledge myself and I know the Executive Committee will do the same, that we will do all we can the coming year, and we hope that you gentlemen will pledge yourselves that you will certainly once or twice a month write to your officers and tell them—give them some ideas to work on. I think that is one of the great drawbacks of our Association, and I think that you ought to uphold the hands of your executive officers.

I thank you again for the honor you have conferred upon me, and I will do my best for the Association.

MR. YOUNG: I move that every member here pledge themselves by a rising vote to give their unanimous support to this Convention the coming year.

The motion was seconded, and carried unanimously.

Mr. Miller was called on for remarks.

Mr. Miller said:

MR. CHAIRMAN: I was certainly very much surprised at having been selected for the position of second vice-president. If there is anything I can do to further the interests of the Association, I will do it.

I want to say to some of our members that if you will do as we have done down our way I think you will be benefited. A few years ago we thought our competitors were the worst enemies we had, and we have found from this Association it has brought about a feeling of good fellowship.

Mr. Keener thanked the Association for the honor conferred upon him in electing him as a member of the Executive Committee.

Mr. Parker thanked the Association. He said that Mr. Donnan's acceptance was based upon the fact that most of the old Committee would serve with him.



H. H. BEERS, SERGEANT-AT-ARMS.

MR. HEITMANN: Mr. Chairman, I would like to emphasize fully what Mr. Donnan has stated. As an ex-president of the Association myself, and every one here who has been a president will say the same thing, that the duties devolved upon the president are serious. We all come from different sections, and unless there is close co-operation of the members with the executive officers of the Association we cannot have the efficiency we are looking for. One of the most discouraging things to any secretary you ever saw is to be continually sending out letters and asking for information upon various subjects and not even receiving the courtesy of a reply.

Mr. Heitmann suggested that the papers of Mr. Finley and Mr. Donnan both be published in the proceedings of the Convention.

It was also suggested by several members that the trade press should also publish each address.

The Auditing Committee, J. D. Moore, Chairman, reported that they had examined the vouchers and accounts of the Secretary-Treasurer and found the same correct.

On motion, the report was accepted.

Secretary Webber reported the following additions to the membership of the Association:

Carolina Hardware Company, Richmond, Va.  
Southern Hardware & Supply Co., Mobile, Ala.  
Avery Hardware & Supply Co., Pensacola, Fla.  
Nash Hardware Company, Fort Worth, Tex.  
Orgill Brothers & Co., Memphis, Tenn.

President Dunlop called for remarks from Mr. Nash, who was present.

Mr. Nash addressed the meeting briefly and said he had been very much impressed with the work of the Association and would do everything in his power to assist the Association.

The President stated that the next business would be the selection of the next place of meeting.

Mr. Heitmann moved that it take its usual course—that it be left to a committee to confer with the American Hardware Manufacturers' Association.

PRESIDENT DUNLOP: The Committee will be appointed later. On motion, the Association adjourned to meet in joint session with the Manufacturers' Association at 2.30 P. M.



# CLOSING SESSION OF AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

THURSDAY MORNING, JUNE 13.

The Association met at 2.00 o'clock and after a short talk on the general conditions of the Association and its relations with the jobbers, they adopted the following resolutions:

## RESOLUTIONS.

WHEREAS, The terms of payment of a large proportion of our members provide a cash discount, if paid within a stated period, and

WHEREAS, Sometimes in the past the cash discount has been allowed when remittances have not been received by the seller within the agreed period, hence, some buyers have not regarded it necessary to conform to the terms stipulated, and this laxity has resulted in disadvantage to all,

Resolved, That the Association urges all members to refuse to allow cash discount unless the remittances are strictly in accordance with the terms of purchase.

Resolved, That it is not sufficient excuse for allowing cash discount after the prescribed limit has expired because the goods have not reached destination.

Resolved, That it is understood each member will report to the secretary any violation of these resolutions for such action as is deemed advisable.

Resolved, That all members are requested to send a copy of these resolutions to their customers.

Resolved, We extend a vote of thanks to the manufacturers of Richmond and their ladies who so royally entertained our ladies at the Country Club Wednesday afternoon.

Resolved, That inasmuch as checks drawn on local banks are often subject to exchange charges for collection, our customers be requested to remit in funds at par at place where remittance is to be received. And be it further

Resolved, That copies of this resolution be forwarded to the Southern Hardware Jobbers' Association and to the National Hardware Jobbers' Association, through their respective secretaries.

Resolved, That Article XI of the Constitution and By-Laws be amended by striking out the words: "Subject to approval of a majority of the Executive Committee," so that the Article shall read: ARTICLE XI—STANDING COMMITTEES. The following Standing Committees shall be appointed by the President, to serve for one year, or until their successors are appointed: Membership Committee of nine members, Entertainment Committee of five members, Grievance Committee of five members, Freight Committee of five members, and Credentials Committee of five members, and the Executive Committee is authorized to pay the necessary expense of such committees.

2.30 P. M.

Meeting of the Southern Hardware Jobbers' Association, to which the members of the American Hardware Manufacturers' Association are invited. Mr. Harry Wise, of Chattanooga, Tenn., delivered an address on "The Future Outlook of the South."

## THE FUTURE OUTLOOK OF THE SOUTH.

BY HARRY WISE.

In recent years the commercial and industrial world has, so to speak, sat up and taken notice when anything was said relative to the South.

The industrial history of that section of the United States which lies within the confines of what is popularly designated as the "South," if handled by a gifted writer, could be made the basis of a story that would interest every reader who cares for historical romance; for romance it would be, and interwoven with it would be many a strand of pathos.

The South, from its birth, has been a country of chivalry and romance, and the fall from affluence to poverty stripped it only of its material belongings, but took from it nothing of its inheritance. The rebuilding of a section such as that, was of necessity a difficult task.

It is not, however, the past or even the present that I am to discuss—the former is a matter of history, the latter here to speak for itself—but what the future holds in store for us, I will frankly acknowledge that prophesying is not my long suit, but I believe that one can safely adopt the past as a premises and draw logical conclusions therefrom as to the future.

I wish to say at the outset that I realize my advantage and your courtesy so I will not crowd you with statistics that tire one more than interest, but rather work along easier and I trust pleasanter and equally instructive lines.

But just a few facts and figures to show that I can handle them without getting tangled up.

Up to 1890 the development of the industrial South was comparatively slow, the manufactured products of that year amounting to some \$700,000,000. Since then the increase has been about 72 per cent., as compared with 42 per cent. increase in the States north of the Ohio and east of the Mississippi River, a little less than 40 per cent. in the Middle States and 24 per cent. in the New England States.

The South comprises about one-third the area of these United States and contains approximately 30 per cent. of the total population, including in the estimate, of course, the negroes, which as you know, constitute no inconsiderable number. To quote actual figures, the estimated population of the United States January 1, 1907, shows 87,882,070, of which 27,185,545 are credited to the South.

The latest available statistics of manufactured products were compiled for 1905, and show that in that year the invested capital in this country amounted to \$12,863,265,273, and the finished products represented \$14,802,147,087. In the same year the corresponding figures for the South only, were, for invested capital \$1,391,683,540 and for finished products \$1,550,700,877, so that something over a year ago the South was supplying only about 10 per cent. of the manufactured products of this country with about the same percentage of invested capital; but when we take into consideration the population and the area of that section and that in raw material the South contributed all the cotton, a considerable percentage of the iron, coal and lumber, it is not difficult to understand how it is possible for it to materially grow and expand in that particular line of development. The crop yield for last year amounted to about \$1,500,000,000 in the South and only 33 per cent. of the total land is under cultivation as against 40 per cent. for the entire country. No prophet needed here to forecast a future in this particular.

There are innumerable other things that the South contributes to the commercial and industrial world, that are only, so to speak, in the formative period of development. Live stock, dairy products, oil, rice, sugar; and every day witnesses some new development, some added possibility, and when one considers what will follow the successful plans that are being carried out for reclaiming by irrigation what has heretofore been the home of the cactus, and sagebrush, one might be justified in saying that the future outlook for the South is all and more than the wildest dreamer of dreams ever conceived.

The future outlook for the South! Why, with only the history of

the past ten years to draw from, I could paint you a future whose only limitations would be the superlatives the English language contains. But I will take it, gentlemen, that you will be more interested in perfecting the running gear of the present than speculating on what we know is possible, and will be if we but will it so.

## PRESENT CONDITIONS.

The South has learned to stand alone; it has not reached its present position unaided, nor are we of the South entirely responsible for existing prosperity. There has been many agencies and factors at work, some purely selfish, others for the welfare of all, while more were but accidental and incidental, but together created a condition that has led up to the development and upbuilding of the entire section.



SAMUEL DISSTON,  
of Manufacturers' Association.

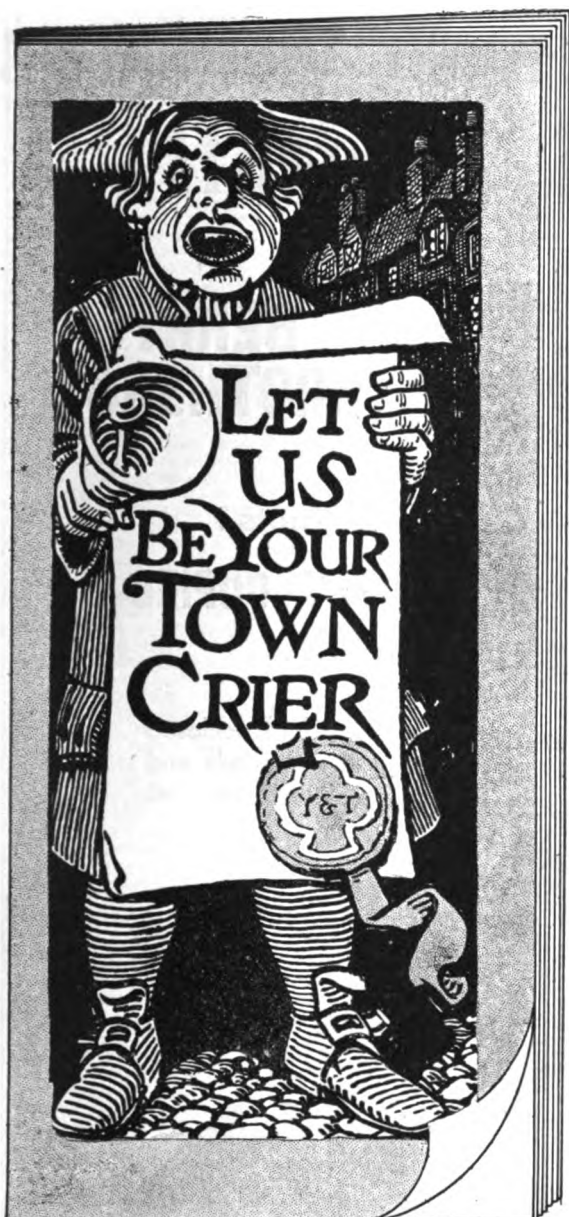
After the struggle for mere existence had given way to a condition of noticeable prosperity, the South, not unlike other sections of this and every other country, became so absorbed in its own individual affairs that it neglected other factors vitally necessary to its substantial and permanent advancement. Commercially and industrially it has more than held its own; in fact the South's industrial history in the past ten years is entitled to more than honorable mention, but with this very prosperity there have developed the usual classes of camp followers who can always be found in the wake of success. Deeply engrossed in our personal affairs, we have disre-



C. F. CARRIER,  
of Manufacturers' Association.

garded every warning, become totally indifferent to the handwriting on the wall, have not even given a thought to friendly counsel, and have felt so secure in our present surroundings that we have grown to believe that prosperity to-day means increased prosperity to-morrow in direct mathematical proportions, and if this latter statement be good logic I can draw you a picture of the future outlook of the South that would present to you a section of these United States so prosperous, so mighty, and so teeming with still greater possibilities, that you would see in your mind's eye the center of population, industry and wealth located within its confines in less than a quarter of a century. I am quite sure, however, that when I had finished you would perhaps feel that I had done the subject partial justice and with the excusable mental reservation that it is part of my business





## Are you going after business in the right way?

**I**N other words, is your advertising paying you? Is it bringing you business—more business, new business, better business?

We can put our fingers on a good many thousands of dollars worth of trade that has come to hardware dealers in different parts of the country through our Padlock printed matter.

We've put the experience gained in this campaign at work to push Night Latches. There is more printed matter, and it's even better. Here are a few of the items: A story, good for

three good, hearty laughs; can be read in four minutes. Leaflets, the philosophy of the YALE LOCK, to interest the children, big and little. The Night Latch Book, an interesting talk with the lock man. Window Pastors and Display Cards.

And don't forget that all this advertising matter not only sells more Night Latches, but it keeps people talking about your store, which helps your whole line.

Write us and we'll send you samples of these Night Latch booklets and tell you more about how we help dealers.

## The Yale & Towne Manufacturing Co.

Nine Murray Street, New York



**ESTABLISHED 1858.**

**WHO ARE THE ORIGINAL AND ALWAYS RELIABLE VARNISH MANUFACTURERS?**

**BERRY BROTHERS, Limited!!**

**WHO  
ORIGINATED**

“HARD OIL FINISH”  
“PURE KAURI MIXING”  
“WHITE JAPAN”  
“FLOOR PAINT HARDENER”  
“ELASTIC INTERIOR FINISH”  
“ELASTIC OUTSIDE FINISH”

**BERRY  
BROTHERS!**

**and many other World Famed Varnish Products?**

**WHY HAVE THESE BRANDS BEEN SO WIDELY COPIED?**

**BECAUSE**

We unfortunately did not protect the names by registration, and when they had achieved the popularity they merited, other manufacturers appropriated the names of our goods and bestowed them upon inferior substitutes—that would be dear at any price. ♡ ♡ ♡



issued for our Celebrated Brands of Varnish “LIQUID GRANITE” and “LUXE-BERRY WOOD FINISHES”? ♡ ♡ ♡

**BECAUSE** by so doing we could protect the consumer and prevent him from being humbugged by spurious and worthless imitations. ♡ ♡ ♡ ♡ ♡

**No Varnish Stock is complete if it lacks an assortment of Berry Brothers' Staples and Specialties**

Our New 100 Page illustrated descriptive Catalogue is now ready and will be mailed for the asking. It will be found a valuable reference for the dealer.

**BERRY BROTHERS, Limited**  
**VARNISH MANUFACTURERS**

New York—262 Pearl St.  
Boston—520 Atlantic Ave.  
Philadelphia—26-28 No. 4th St.  
Baltimore—29 So. Hanover St.

**DETROIT**  
Canadian Factory, Walkerville, Ont.

Chicago—48-50 Lake St.  
Cincinnati—420 Main St.  
St. Louis—112 So. Fourth St.  
San Francisco—668 Howard St.



to hand out this kind of superheated atmosphere, give the matter no further thought.

I spoke a while back of a class of camp followers to be found in the wake of prosperous communities and also intimated that we were disregarding certain warnings. It is of these that I wish first to speak and I am quite sure that the continued success and prosperity of the South, and every other section for that matter, will be in proportion to the attention we give these questions.

Continued development and prosperity of our cities, our States and our country will be in proportion to the care with which we administer public affairs. It is time, and high time at that, for the business man to realize that affairs of government are personal affairs, that graft and boodle and rotten government and still rottener politics are a menace not only to organized society but to vested business interests. It is said, and truthfully, I believe, that every country has the government it deserves. This is equally true of every State, every city, every village and the inhabitants of that country, State, city and village are not only getting what they deserve, but they really deserve what they are getting. Is the government of any municipality any less important than the management of individual business affairs? Why are we fighting the railroads and other corporate interests? Why has every city at one time or another given away its most valuable possessions, public franchises? Why do we have to write our congressman and representative every time some fool bill is introduced into the legislature? Why are grafters and boodlers taken as a matter of course in public affairs, and the same class in business life branded as common thieves? Why are such things as they are? Simply because you want them so, for if this were not the case the business man would not be so utterly indifferent in matters of political interest and would not allow usually a single man to "boss" a community.

All the agitation that the country at large is now enjoying, all the exposures and the accompanying sensational developments make very good reading and it is not exclusive; not one city or section enjoys the distinction of owning it all, but is it likely that this sort of thing is conducive to progress and development?

Consider for a moment what it would mean if our government, local and national, was being managed with the same care that each of you conducts his own affairs. Then answer the question, Why is it not? We are zealous of our own private interests, and haven't even the inclination, to say nothing of the time, to intelligently exercise our franchise rights. Politics once before almost ruined the South and unless we have a care it may do it again. Surely, it must be self-evident that we of the South stand in greater need to-day of men, public-spirited, honest and courageous men, than ever before, now that we are once more a section to be reckoned with in the country's commercial and industrial affairs. We need men who are willing to devote some time to matters public; for the South of the future must be well governed so as to prevent conditions that otherwise will prove most hurtful to business interests. Now that the country has gone almost legislation mad it is easy to see what damage can be done by considering that politics has nothing to do with business. The fact of the matter is that politics is business and we are willing that ambitious lawyers and professional politicians shall enact as well as execute the laws that govern us. It is not my intention to deliver a political address, but I am convinced that the South of the future will have to reckon with this question, and unless those who represent it awake to the realization that they have interests that lie outside of the four walls of their offices, they will some day be brought face to face with the same serious and apparently unsolvable problems that to-day confront some of the largest municipalities of the country. A government not of the people, for the people and by the people—but rather a government of the people, by some people, and finally the inability of re-establishing even a semblance of honest administration of public affairs.

The future of the South is being written every moment, and standing on the crest of to-day we can see the yesterdays and dimly forecast the to-morrows, but we cannot foretell with any degree of certainty what to expect. We can, however, build with a definite object in view and with the experiences of the past build into the future, knowing at least that we are laying a foundation on which can be reared a superstructure so strong, so durable and so lasting that nothing can destroy it.

But in order to do this we must safeguard as well as develop our interests. We must inject business into politics protecting our vested interests. We must build interurban trolley lines, and thus establish a means of closer communication between sections. We must develop and construct inland waterways. It is our everlasting guarantee against car shortage, excessive freight charges and railroad discriminations. There should, as soon as practicable, be an equitable arrangement made by every city relative to franchises granted quasi-public corporations. The question of immigration, which includes that of labor conditions, ought to receive the earnest consideration of every one of us, and while I have no desire or inclination to touch on the race question, still I believe that the South of the future will be called upon to continue working toward its solution, a problem which, like the poor, we have always with us. You are an organization of business men meeting at least once a year to talk over matters that are of great interest to you and your business; other industrial and commercial bodies representing every class of interest and industry do the same thing. Each of you is a prominent citizen in his own community and though it is not as a rule so considered, still with the influence you wield, are in a measure responsible for the conditions as they exist, for if the business men of this country wanted to govern it they could.

What is needed is co-operation: just as you extend it in your own organization, so you should give it to such agencies as are working along lines of governmental betterment, whether financial, industrial or political: the newspaper and trade press are taken as a matter of course and yet if you would work with them much of what now seems an era to be looked for when the millennium arrives would become existing conditions, and the growth and development of the South and every other section would not be contingent on what railroad, or any other agency wanted or didn't want, but rather what the people themselves wanted.

The future outlook for the South, just because industrially the South is young, is brighter than that of any other section, and because it is so and because we have so much of the experience of other sections to govern us, it is more than vitally important that we remember that beside the duty we owe to our Maker and ourselves, is that one due our country and particularly that section of it that so seems with still unexplored possibilities—the South, that represents the country of the future.

THURSDAY EVENING.

### THE BANQUET—A BRILLIANT SOCIAL EVENT.

The banquet at the Jefferson Hotel was a brilliant finale to the two Conventions. Immediately after coffee had been served the

officers of the two Associations and the speakers were seated upon the rostrum, and after a half hour or more of animated conversation, Irby Bennett, of Nashville, Tenn., in a short speech, all through which there were flashes of sparkling humor, introduced N. A. Gladding, of Indianapolis, Ind., who assumed the gavel and acted as toastmaster. In taking the chair Mr. Gladding made a stirring little address of welcome.

This was responded to by F. B. Dunlop, the president of the Southern Hardware Jobbers' Association.

### OPENING ADDRESS.

BY TOASTMASTER N. A. GLADDING.

*Mr. Bennett, Ladies and Gentlemen:*

Three hundred years ago a little company of people, after a tortuous and tempestuous voyage from old England, landed at a point some thirty-five miles from the mouth of the noble river, which flows into what is now called Hampton Roads, and formed a colony which they named Jamestown, in honor of their King.

During the next two years other adventurers, in search of fame and fortune, arrived, some of them sailing up the River James, to a spot where they founded the town of Richmond, which has grown to be the beautiful city whose hospitality we are now enjoying.

You are all no doubt familiar with the history of those early pioneers, of their long years of privations, sufferings, struggles, failures and successes, which is most interesting and instructive, forming, as it does, together with the story of the pilgrims who landed at Plymouth Rock, the foundation of the history of our great Republic.

Many of the pioneers along the James succumbed to the hardships they were obliged to undergo, suffering death at the hands of the aborigines, or from starvation and pestilence. Others, either from their inability or disinclination to adopt such a strenuous life, returned to their former homes. Yet gradually new recruits arrived, the original settlements grew and many others were established, and in time the great colony of Virginia was formed, which was to bear such a leading part in the great struggle for independence from the Mother country and in the establishment of this nation of States, which was to be and has become the foremost and grandest nation of the world.

It was a happy thought on the part of your committee to select Richmond of all places this year for our conventions, representing, as we do, in our two Associations, such important business interests; thus enabling us to come here and help to celebrate with Old Virginia the progress of our country.

Virginia! How the mind becomes crowded with thinking of all she has contributed to the glorious history of our land.

Virginia! Where in 1619 the voice of the people first found expression through a popular representative assembly.

Virginia! The Mother of Presidents; the birthplace of our Washington, of Jefferson, of Randolph, of Patrick Henry and a multitude of other great men who, by their patriotism and their statesmanship, have made her the pride of the republic.

"Virginia, the cradle of these United States,  
Three centuries are calling,  
We press within thy gates.  
Three hundred years of valor,  
Renown and fame are thine.  
The nation pays its homage,  
And Jamestown is the shrine.

Great men have called thee Mother,  
And from thy soil hath sprung  
Those who have swayed the people  
With gift of silver tongue.  
We read upon thy roster  
Immortal living names,  
And reverence thy birthplace,  
At Jamestown on the James."

Three hundred years ago—and to-day. What a change! What a marvelous record! What magnificent progress!

Some say there are many things wrong in our land to-day. We will grant that. But in time everything will be made right. There probably was never a period in the history of the world when everything was right, and there probably never will be such a time; but there is no cause for fear, or for the pessimist to be "in the saddle." Pessimists there always were and pessimists there will always be. They flourished among those colonists in 1607, and they had some cause for it then, with savages on one side and starvation on the other. The pessimist of to-day, when comparing our lot with theirs, ought to be ashamed of himself.



But the optimists won then, and the optimists have always come out ahead, all along down the past three hundred years, and they will continue to win out in spite of all the dark forebodings of the magazine sensation monger, the yellow press and the pessimists of the present.

The bright side is the right side of things. When we are inclined to follow the lead of the pessimist we should stop and remember all the wonderful blessings we now enjoy in government, in trade, in social conditions and in every other way.

There are some people you know who cannot enjoy prosperity. They either do not know when they are well off, or are unwilling to admit such a delectable condition of affairs.

Thomas Jefferson, in his first inaugural address, when referring to the pessimists of his day who did not think that our government was strong enough, said: "I believe this is the strongest government on earth. I believe it is the only one where every man, at the call of the law, would fly to the standard of the law and would meet invasions of the public order, as his own personal concern."

Jefferson was an optimist with faith in the people and the future and he was right.

You have all heard the well-known definition of the pessimist, as being a man who of two evils always chooses both. I say then that we have no need or room for the pessimist in this country.

It is the optimist we want, who believes in his fellow man, has faith in God and the future. He is the man who is continually pushing things onward and upward.

"If you have words of strength and cheer  
With which to fill life's cup,  
Why, speak them—speak them now and here  
But otherwise, shut up!"

Edward Everett Hale, in one of his great addresses, said: "The great mistakes in our government have all been the mistakes of theorists." He, though a great scholar himself, advocated that the practical men—men of action—should represent the people.

If we have bad laws, it is because we elect impractical or unscrupulous men to our legislatures and congress.

It is our duty, then, as business men, to do what we can to have the right sort of men—honest, courageous, practical, sane—in every position of responsibility, from the highest to the lowest.

Let us to-night look up and out on the bright side of life, keeping in mind those things that will inspire us to greater endeavor to-morrow and each day of our lives to make this country—our country—which, though now the best on earth, a better one, in business, in politics, and in all the other relations of life.

"We tread a better earth to-day  
Than that the fathers knew.  
A brighter skyline rounds away  
To realms of deeper blue;  
More ample is the human right;  
More true the human kin.  
The law of God has been a light  
To lead the lives of men."

Mr. Dunlop responded to the toast "The Ladies" as follows:

#### "THE LADIES."

No citizen of Rome in her palmy days—in the days of her most glorious achievements, when to be a distinguished citizen of Rome was the acme of human ambition—could expect or desire a greater honor than that which is conferred upon the man who is chosen to respond to this time-honored toast.

Ladies are to me the jewels of the watch, while we are but the cog wheels or rougher parts. The bewitching subjects of this toast are too numerous to be embraced by me. I could not if I would and would not if I could. For these dear creatures, soldiers have gone to war and cashiers have gone to Canada; duels have been fought and battles won and breach of promise suits begun. Their graces have been sung by poets and disfigured by scores who thought they were poets. Their forms have been chiseled in marble, portrayed on canvas, chromoed on cigarette packages and crowded in street cars.

But I suppose that in discussing this subject I should begin at the beginning. This topic has engaged the profound attention of my sex ever since Adam was a baby, or at least ever since he was a few days old. The first man looked upon a sinless world all his own; was attended by the angels, and held communion with his Maker, and yet amid all this splendor of environments he was not happy. His sigh of loneliness was the only sad note that marred the symphony of joy and contentment which arose like incense from the garden to its God.

The obedient animals no longer pleased him; the pendant

fruit of all the zones no longer tempted him; the laughter of brooks and the merry song of birds cheered him not; zephyrs freighted from a wilderness of blooms failed to soothe him; the velvet couch and the panorama of glittering stars spread for his delectation were unheeded by him. His untutored soul hungered for a mate.

Woman was indeed the climax of creation; more beautiful than the lily, more graceful than the fawn, with voice sweeter than the song of birds, she stands the highest exponent of Jehovah's creative power.

When we speak of woman we speak of the sunlight, we speak of the joy-givers of our happiness, the queens of our hearts, the expresses of our souls, our sweethearts and our wives. When we drink a toast to woman we drink to the guardians of our babyhood, the friend of our boyhood, and the pride of our manhood—our beloved mothers.

Around you ladies cluster all the tenderest ties that bind us to this beautiful earth, and in our dreams of Heaven you are there. We love you. God has given you to us and our hearts go out in gratitude to him. You soften every sorrow, lighten every burden, hallow every occasion with your refining presence. You are Heaven's best gift to man. Your tears are the April showers of life. Your ties are sweeter than the influence of the pleiades. Your love is deeper than depth, higher than height, and more abiding than endurance.

Propelled by the engine of eloquence, with its hand to the throttle, sailing up in the air, I feel like rushing on; but I would not have my audience over wrought, and sorrowfully I pull the rope, reluctantly I twist the brake and metaphorically I whistle for the station. But while slowing up permit me, ladies, to recite the following verses which, I am sure, is the sentiment of every gentleman present:

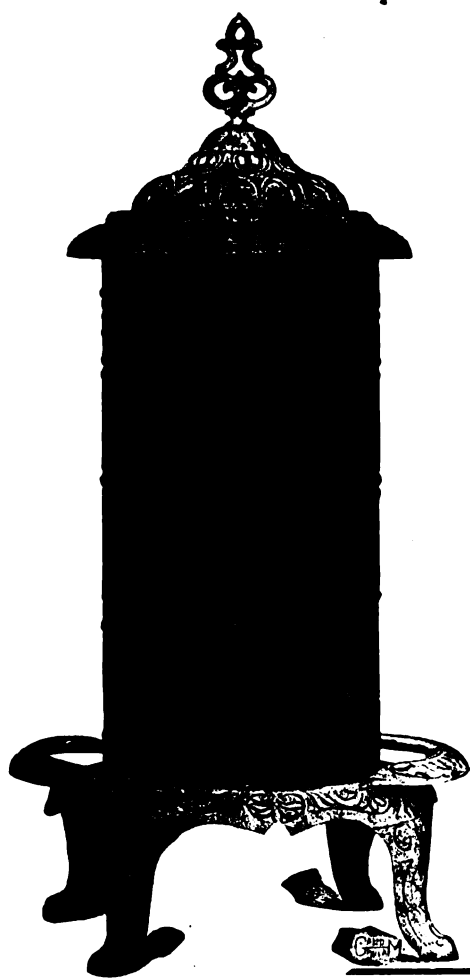
"I would like to paint a storm-cloud,  
With the sunlight glinting through,  
Rimmed round with gold and silver,  
With a touch of pink and blue;  
Or spread upon the canvas  
With an artist's wealth of dyes,  
In the anchorage of other,  
All the shipping of the skies,  
I wish that I could capture  
The perfume of the rose  
Turning it to objects living,  
Into any form I chose.  
Then seek the realms of beauty,  
For a model meet to mold,  
I would name my fancy—Woman—  
And the chalice ever hold."

A response to the speeches of welcome was also made by Chas. W. Asbury, president of the American Hardware Manufacturers' Association. He said in part:

#### PRESIDENT ASBURY'S ADDRESS.

In these times of great activity there are so many problems pressing for solution that we are forced to discriminate among them. In this discrimination we are prone to exaggerate some of them from expediency and to play manyana with others in the hope that they will solve themselves if given time. One of these important problems in the eyes of the industrial man is the shortage of labor. I do not refer in any respect to labor unionism in any of its forms, but I refer to the real shortage of skilled labor and to that element which seems to be in the atmosphere, the lack of ambition, the lack of initiative, the independence, all of which is probably due to the obvious knowledge among workers that positions are so plentiful. This condition not only applies to industrial endeavor, but to the constructive work which is the very kernel of progressiveness. It applies also to mercantile establishments with equal force and indeed it is also true in the household, as the ladies can testify. Speaking broadly, the growth, development and onward march of this country's commercial and industrial progress is being stunted and retarded, simply because a sufficient number of efficient workers is not obtainable. There is no section of our country more seriously affected than the South, but she has taken the initiative, and has shown the way for other sections to follow. As you all know, Congress in its wisdom in 1885 enacted a law commonly known as "The Alien Contract Labor Law," which provided that it should be illegal for any person, company, partnership or corporation to aid or in any way encourage the importation, or migration of any alien or foreigner under contract to perform any labor or service of any kind in the United States. I assume the object of this law was to protect American labor, upon the assumption that the employer, if given the opportunity, would go abroad and there make contracts for labor at lower wages than the American scale. These foreigners would then take the place of Americans, which means that the standard of wages here would be reduced. Other laws were subsequently enacted covering broadly the subject of immigration, some of which contained the same strictures upon contract labor as the earlier law, but they provided that contract labor could be imported if skilled labor of like kind unemployed could not be obtained in the United States.





## FOR THE YEAR 1907

The Old and Reasonable Objections  
to Gas-Heated Rooms Have at Last  
Been Completely Overcome and the

# Royal Argand Gas Heater

by an ingenious and scientific device is  
made to consume every suspicion of odor.  
It is ornamental, and as an efficient heat  
distributor has no equal, producing it at a  
minimum cost.

Sold by All Jobbers in Hardware.

REMEMBER, IT IS REALLY ODORLESS!!

ALBANY FOUNDRY CO., ALBANY, N. Y.

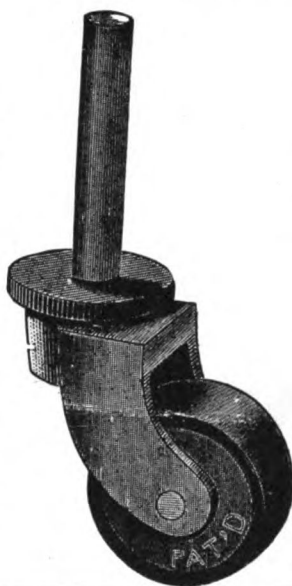
Send for Catalog and Price.

## Clark's Trucks and Casters

### TRUCKS

which are made to stand  
hard and long service.  
Impossible to build them  
better than we build  
them. Impossible to find  
a more complete line than  
we manufacture. Thirty-  
five years' experience have  
taught us how.

Your customers will  
appreciate the quality and  
we will both reap the  
benefit.



### CASTERS

which are rubber tired  
and will not scratch or  
mar the finest finished  
floors in the least. They  
turn easily, not only  
when new, but also  
when they are old and  
have had excessive wear  
and exposure.

We make them in  
great variety of styles,  
sizes and finishes.



FOR ALL CONCEIVABLE PURPOSES.

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THE  
GEO. P.  
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Windsor Locks, Conn.

HARDWARE

Please mention HARDWARE when writing to advertisers.



# KINGFISHER LINES

After the day's catch  
The Fisherman is satisfied with his



The line is a very important part of the angler's outfit, and once he gets confidence in a certain make he is not liable to be wavering in his faith.

For this very reason you should stock up with KINGFISHER LINES. They are essentially high grade lines, first, last and all the time.

They will create and hold for you the most desirable class of trade—the fastidious fisherman who is perfectly willing to pay the price for quality if he is sure of getting it.

You don't have to talk up KINGFISHER LINES very much, for their mere appearance is eloquent in their own praise. They stand the breaking test, the wear test, and most important,

**THEY STAND  
THE TIME  
TEST**



**ASK YOUR JOBBER FOR  
KINGFISHER LINES**

Send for Catalogue  
**E. J. Martin's Sons**  
Makers  
ROCKVILLE,  
CONN.

HARDWARE



There's Profit for the Dealer in

## SAUER GUN

They are best guns he can handle, from all standpoints. Send for our offer.

**SCHOVERLING, DALY & GALES**  
302 AND 304 BROADWAY, NEW YORK

## Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

**AMERICAN TOOL CHEST CO.**  
300 West Houston St., New York, U. S. A.

## "Hayward" BARREL TRUCK

Fits any size barrel or keg. Light, strong, durable. Excellent prices to the trade.

**AGENTS WANTED  
ON COMMISSION.**

**W. H. HAYWARD,**  
BALLSTON SPA, N. Y.



**You Don't Get Drenched**

Like this if you use an

## IMPROVED HOSE CLAMP

Because it's ON AND OFF IN A SECOND, and grips the hose firmly and tightly ALL AROUND. IT'S SOMETHING EVERY GARDENER NEEDS. Increased sales and more profit to dealers who handle this article.

**IMPROVED HOSE CLAMP CO.**  
158 E. Van Buren St., Chicago, Ill.



Write for Free Sample.

Patented  
Mar. 6th, 1906

HARDWARE

Please mention **HARDWARE** when writing to advertisers.



It was the State of South Carolina which took the initiative to which I have referred. In 1904 the State enacted a law authorizing the creation of a department of commerce, agriculture and immigration, providing for the appointment of a commissioner, one of whose duties was to aid and encourage the industries of the State by immigration. An appropriation of \$2,000 per annum was provided to pay the expenses of the department; but the commissioner was authorized to accept contributions from the captains of industry within the State, who may be affected by the shortage of labor. The manufacturers of the State contributed \$30,000 for the use of the department. Another very important provision of the law was that immigration should be restricted to white citizen of Saxon origin. As soon as the department was properly organized, the commissioner went abroad and there by advertisement disseminated knowledge of the conditions existing in his State, with a result that he secured some 500 workers of the best classes obtainable under contract for the payment by him of their passage money and an agreement to secure for them employment at specified wages. Upon the arrival of these immigrants the State's action was called into question and the matter was referred to the solicitor of the department of commerce and labor at Washington for an opinion. He held that the State's action was not illegal, because a State could not be included among those prohibited, because a State was neither a person, company, partnership or corporation. This opinion did not appear to be satisfactory to some classes and the matter was therefore referred to the attorney general. He filed a very voluminous and technical opinion in effect that Congress having passed subsequent laws covering broadly the question of immigration, some of these subsequent laws failing to re-enact the strict provisions against contract labor, that such provisions could within reason be considered as repeated by implication, and that, therefore, the State's action was not illegal. He uttered a word of caution, however, by adding that future importations would have to be considered under the last immigration law, which was approved February 20, 1907.

Such is the history of the attempt of one Southern State to provide herself with a sufficiency of labor. Now I am going to suggest that we should all willingly and truthfully give all possible information to our legislators and to the recently appointed immigration law placed upon the statute books. I am very sure we all agree in wanting strict provisions against the immigration of those classes which will not readily assimilate with American living and American conditions—those who huddle themselves together in certain sections of our large cities and there become a menace to the entire community. But we most earnestly ask that the law be made so elastic as not only to permit, but to actually encourage immigration of the higher class, that class from which we can reasonably expect future generations to be citizens of whom we can all be proud, and do not forget that in the interim such immigrants would be in position to perform a very material part in aiding the United States to grow, develop, expand and to increase her greatness. I do not intend to take your time in referring at length to affiliated subjects and natural results, but if you will bear with me a moment, I would like you to consider the effect of such immigration upon child labor. It is with pardonable pride that I can look into the faces of Hardware manufacturers with confidence that they are a unit in condemning the evils of child labor. I will not refer in detail to these evils, as the question has been so much discussed as to be familiar to you. But let me suggest that if we were provided with facilities through which we could get the proper kind of labor, would not the incentive be removed for employing child labor?

There is another suggestion, that a moment's thought be given to the affiliated subject of industrial and technical education. I hope to live to see the day when these branches will be an integral part of the curriculum of our public school system. I am not unmindful of some of the steps which have been taken, some of the encouragement which has been lent by municipalities, States, and by the National Government, but the plan should be extended, broadened, and more scientifically applied. What we want is more and better brains. We should leave no stone unturned to secure them.

I have expressed these thoughts with a full realization that these are not legislative bodies, but in the hope that the seeds sown here may be carried home and there take root.

#### MR. OVERSTREET'S ADDRESS.

The toastmaster introduced Hon. Jesse Overstreet, who, he said, has been elected to represent the Seventh District of Indiana in the National House of Representatives seven times straight, and every two years his majority grows. Mr. Overstreet is the author of the Overstreet sound money bill which attracted so much attention when it was under discussion in Congress, and is now the law of the land.

The speaker was received with long and continued applause.

After a few pleasant, even jovial remarks, expressive of his pleasure at being in such an assembly of business men, Mr. Overstreet went straight into a discussion of his subject, "Federal Aid to Business." He gave the high protective tariff and other legislation by Congress, including the sound money stand finally taken by the National Legislature, due credit for the present gratifying conditions in the financial and commercial world. Mr. Overstreet proved himself a strong advocate of high protection, and for the general watchful care of the government over the business affairs of the country. Panics and great financial disasters are preventable, he thinks, and it is the duty of statesmen to furnish the preventive in ample time.

#### SOME OF THE SOUVENIRS.

John Chattillon & Sons, Handsome Pocket Knife; Slicing Knife for the ladies.  
Columbian Enameling & Stamping Co., Enameled Dish.  
American Sheet & Tin Plate Co., Vienna Art Plate.  
Russell & Erwin Mfg. Co., Thermometer.  
American Can Co., Glove Box.  
National Enameling & Stamping Co., Milk Pail.  
North Brothers, Screw Driver for Eye Glasses.  
Graham Nut Co., Note Book.  
American Wringer Co., Note Book.  
Carver File Co., Nail File.  
Liveright Brothers, Nail File.

#### JULY CONVENTION OF THE ASSOCIATION OF THE CAROLINAS.

At a meeting of the Executive Committee of the Retail Hardware Association of the Carolinas, held at Chester, S. C., the chairman of all the committees reported everything in the best of shape for the annual meeting of the Association at Charlotte, July 9-11. A programme was arranged as follows:

##### JULY 9TH.

10 A. M. Session will be called to order.  
Address of welcome by Mayor S. S. McNinch. Response in behalf of the Association by Vice-President Elliott Dunn, Charleston.

Annual address by President T. O. Flowers.

2.30 P. M. Inspection of exhibits at the city hall.

9 P. M. Reception at the Manufacturers' Club, at which the officers and their wives, of the Retail Hardware Association, will receive in line.

##### JULY 10TH.

10 A. M. Business meeting.

2 P. M. Gun contest.

First shoot, at clay pigeons, with shot gun, open to all members.

Second shoot, at clay pigeons, open to Hardware dealers only.

Third shoot, rifle contest.

Fourth shoot, at clay pigeons, open to professionals.

A good many handsome prizes have been donated by the gun and ammunition people for this contest.

8 P. M. Theatre party.

##### JULY 11TH.

10 A. M. Business meeting.

2.30 P. M. Final inspection of exhibits.

5 P. M. Trolley ride.

8 P. M. Business meeting, election of officers and choosing next place of meeting, to be followed by annual banquet.

The new Selwyn Hotel will be the official headquarters. Other first-class accommodations can be had however. Free telephone service, including long distance, has been granted all those attending this meeting, and reduced rates on all railroads.

The United States Government are now specifying the "Pittsburgh" Vise as a standard, their recent specifications being extracts of the new catalogue of the Pittsburgh Automatic Vise & Tool Co., of Pittsburgh, Pa., U. S. A. The Pittsburgh Company has directed all of their energy in securing the maximum strength, universality, durability, adaptability and ease of manipulation regardless of cost. With a nucleus of such fundamental elements, the "Pittsburgh" Vise has attracted not only the attention of the Government of the United States, but those of the foreign countries.

People who have been feeling sorry for the proprietors of restaurants on account of the high prices they must pay for eatables, can now rest easy, for it has just been proved in Hebron, Neb., that there is a fortune in the business at that point. His name is Robert—Robert Fortune.

"What are you doing now?" asked one youth to another.

"I write for a living."

"What do you write?"

"Letters to father."



## PROFIT MAKING LINES

### KINGFISHER LINES.

More than twenty-five years ago, E. J. Martin of Rockville, Conn., went into the business of making fish lines. He called them the "Kingfisher" Lines. The demand for them being more or less local, the variety of the "Kingfisher" Lines was at first, of course, limited. However, satisfied fishermen throughout that section of the country sung the praises of the "Kingfisher" Lines, thus advertising them by word of mouth to their friends of like sportive tendencies, until to-day there is not a large fishing tackle jobber in this country who does not handle the "Kingfisher" lines to supply the ever-increasing demand for them. From time

and very popular among fishermen. It is wound on perforated card-board, 100 yards on a card.

Another style is their "Kingfisher" Oiled Silk Line, a line of great strength, testing 33 pounds, and for all kinds of fishing it has no superior. The "Kingfisher" Potomac Bass Lines, as their name implies, are made for bass running. They come in two finishes—Plain Oiled and Enameled—and are soft, pliable and medium braided, and are strong enough to hold 16-pound bass.

The "Kingfisher" Extra Quality Trout Lines, Italian Trout and Bass Lines are made of finished silk in solid colors, black, white



THE KINGFISHER TRADE MARK.

to time E. J. Martin's Sons originated many new lines and forms of putting up silk lines so that to-day they are the largest manufacturers of silk fish lines in the United States.

It is a fact beyond contradiction that the best advertised goods sell the best. Realizing this, E. J. Martin's Sons have been advertising the "Kingfisher" Lines in sporting goods papers and the best magazines devoted to fishing, hunting, etc., and thereby have created a most lively demand for their goods. Such extensive advertising invariably helps dealers everywhere to sell "Kingfisher" Lines, and makes it a most profitable line for any dealer anywhere because of the completeness of this line.

Their beautiful catalogue shows the completeness of their line of Braided Silk Fish Lines. Beautiful half-tones give correct ideas of what these goods are. On page 4 are shown raw and finished silk lines which are extra good for bait casting. They test as high as 33 pounds. Their Variegated Waterproof Silk Lines are saturated and coated with a water-resisting preparation which renders the line very soft, smooth and pliable. This particular line has given excellent satisfaction to those wanting a line of small diameter. They are put on four connected cards, 25 yards on each, 100 yards in a box. Their Mottled "P. & S." (pepper and salt) Line in black and white made of dyed silk, is not waterproof. It is a medium-priced line of excellent quality

and drab and test from 16 to 25 pounds and are put on "Martin's Special Reel," 50 yards on a reel.

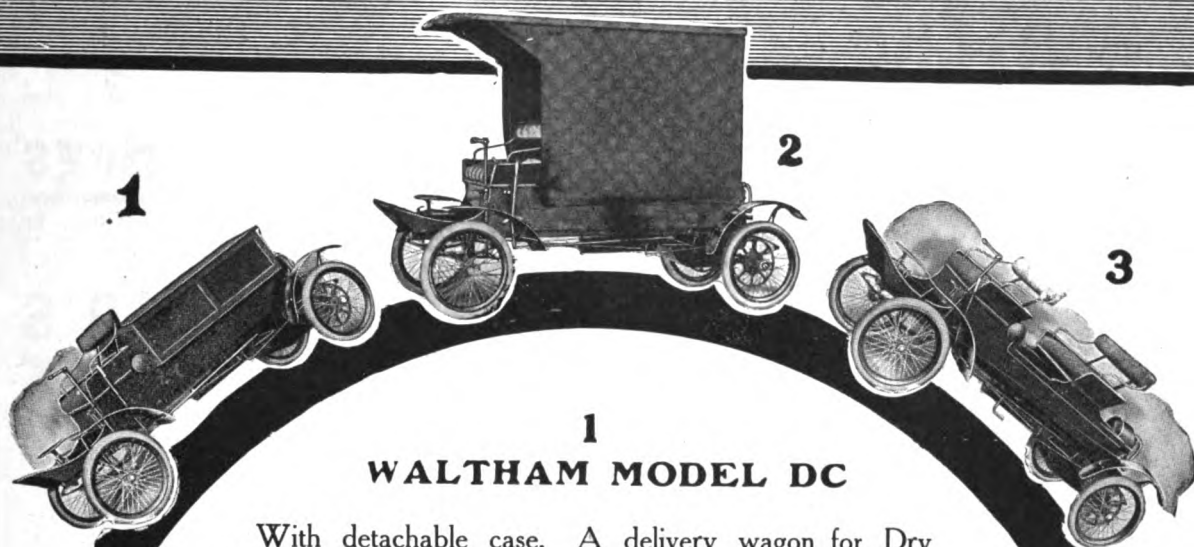
Besides a good assortment of those just mentioned, it will pay every Hardware dealer to have an assortment of the "Kingfisher" Casting Lines and Bait Casting Lines. These are made of the choicest silk obtainable and braided soft and medium and come in a variety of colors to suit the fancy of the most fastidious fisherman. E. J. Martin's Sons pride themselves particularly on these Casting Lines and claim that they will not soak up a "barrel of water" and shed enough to make a rainbow at every cast. The silk used in these lines is twisted especially for them and test from 12 to 28 pounds. They are put up in 100 yards in a box on two connected spools of 50 yards each.

Page 20 of their catalogue shows Braided Silk Lines with Linen Centre suitable for both salt and fresh-water fishing. These are lines of tremendous strength, testing as high as 50 pounds. They are made waterproof or plain, white in color, with a stripe of black and green and are put on four connected blocks, 25 yards on each, packed 500 yards in a box.

Space will not permit the mention of the rest of their line. It will pay every dealer handling sporting goods to write direct to the company for a copy of their catalogue which shows the goods as they are, with specifications.



# Three Teams in One



1

## WALTHAM MODEL DC

With detachable case. A delivery wagon for Dry Goods Stores, Hardware Dealers, Department Stores, Florists, Jewelers, Laundries, and other light wares.

2

WALTHAM MODEL DC, with wagon top. For Grocers, Contractors, Bakers, Florists.

3

WALTHAM MODEL DC, as a four-passenger Surrey. A pleasure car for the merchant and his family.

**DOES THE WORK OF THREE TEAMS  
THREE TIMES THE DISTANCE COVERED  
THREE TIMES THE GOODS DELIVERED**

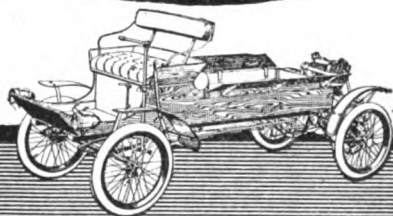
We have desirable unassigned territory for Hardware Dealers.  
Write without delay for particulars and our liberal offer.

**WALTHAM MFG. CO., Waltham, Mass.**

NEW YORK BRANCH—1615 Broadway  
BOSTON SALESROOM—64 Huntington Ave.  
CHICAGO DEPOT—423 Wabash Ave.

**MODEL DC, 4 H. P.**  
Single Cylinder Engine  
**\$550.**  
FOR LEVEL COUNTRY.

**MODEL DC, 8 H. P.**  
Two Cylinder Engine  
**\$650.**  
FOR HILLY COUNTRY.



HARDWARE

# Waltham Model DC

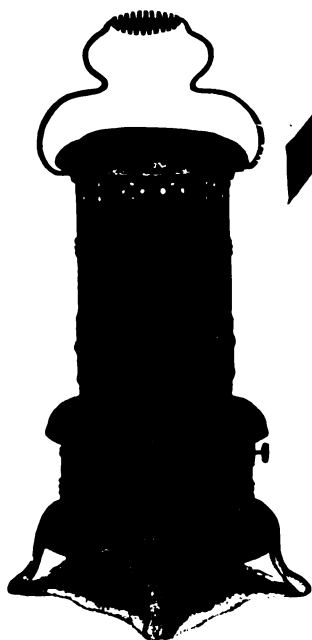
Please mention **HARDWARE** when writing to advertisers.



# "Quality"

## OIL HEATERS

are all that the imagination can conceive an oil stove should be—



**Smokeless.  
Odorless.  
Safe, Reliable--  
and Salable**

They are as much above the ordinary Oil Heater as a modern range is above the old-fashioned cook stove.

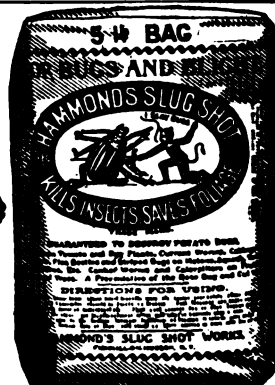
They sell readily at an advanced price because they look their name, and bear out the good impression in the production of heat and economy of oil.

All features of convenience.

A sample stove (freight allowed by us) will dispel your doubts.

In any case, get our catalog.

**Roberts & Mander Stove Co.**  
Philadelphia, Pa.



## Doath to Bugs

In attempting to exterminate insects that prey upon vegetable life, the plant or tree is frequently made to suffer or be ruined by poisons which attack vegetable life as well.

## HAMMOND'S SLUG SHOT

saves the plant and kills the bugs. For twenty-seven years the standard Insecticide. Strongly impregnated with fungicides, which overcome blight.

PUT UP IN CONVENIENT PACKAGES

Sold by Seed Dealers Throughout America

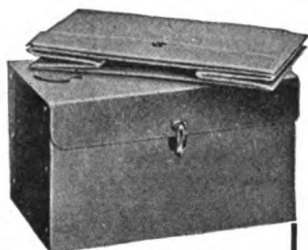
Send for pamphlets worth having on  
Bugs and Blights to

**HAMMOND'S SLUG SHOT WORKS**  
FISHKILL-ON-HUDSON, N. Y.

## Lifo to Plants



The  
"CAMERA"  
Folding  
Lunch  
Box.



FITS ANY POCKET

FIT FOR ANY LUNCH

**INSECT--DUST--WATER-PROOF**

This is the original and best folding lunch box on the market. Made from one entire piece of material of best fiber board, cloth-covered, and is easily folded, lasting and attractive in appearance.

Send for Samples and Prices.

**Rochester Lunch Box Mfg. Co.**  
Rochester, N. Y.

## DO IT NOW! WHAT?

Write for the Exclusive Agency for the Sale of

## "FLOOR-SHINE"

ENAMEL COLORS for your town.

Address "FLOOR-SHINE" CO., ST. LOUIS, MO.

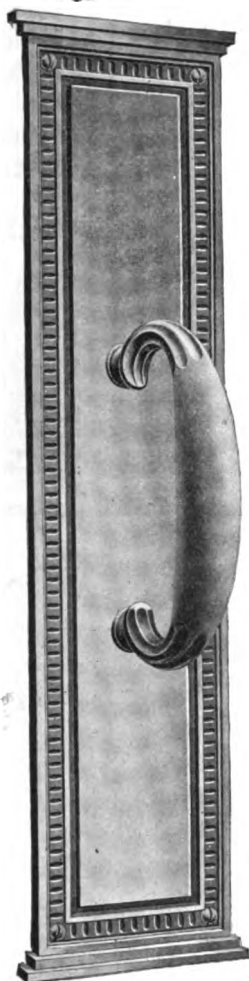
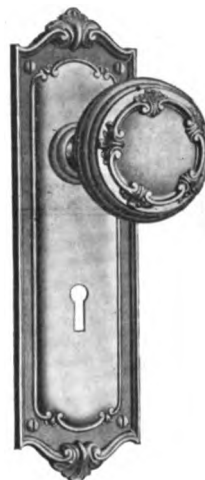
IT PAYS TO SELL "FLOOR-SHINE"

## OUR SPECIAL AD SERVICE DEPARTMENT

**P**REPARES business-pulling advertising free of charge for our advertisers when space is taken in accordance with our regular 3, 6 or 12 months contract. The work of this department can not be excelled by any trade paper or advertising agency, and is seldom equalled. These designed ads are the work of the best specialists in New York City, and are widely used by our advertisers in circularizing this business through the medium of mailing cards, as well as in filling their space in other mediums than "Hardware."

Please mention **HARDWARE** when writing to advertisers.





## Sargent's Artistic Hardware and Easy Spring Locks

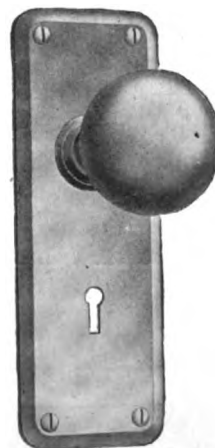
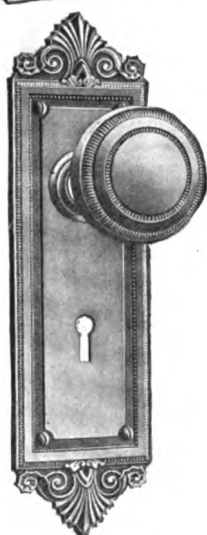
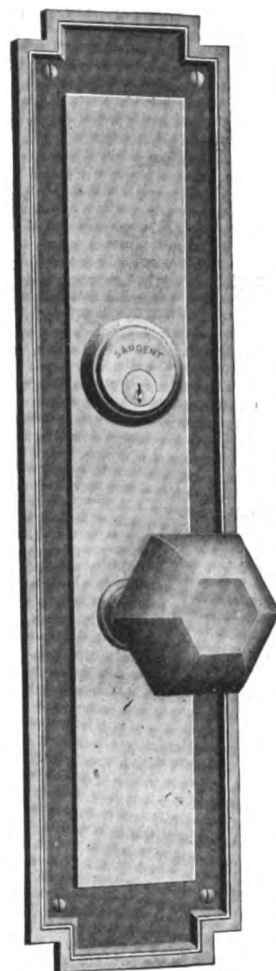
We are doing some very effective advertising for these goods.

As a result intending builders are becoming interested and will use the better grades of our hardware in their buildings. You should share in this profitable business and can do so if you will supply the buildings to be erected in your neighborhood with our standard goods. Every building so fitted means a satisfied builder—your pleased customer. If you desire any information please write us; we shall be glad to post you.

**SARGENT & COMPANY, Manufacturers**

NEW HAVEN, CONN.

NEW YORK PHILADELPHIA BOSTON CHICAGO



Please mention HARDWARE when writing to advertisers.





**LIKE A WHIRLWIND**  
**The CYCLONE EGG BEATER**

**CLEANS UP THE PROFITS**  
It's the fastest seller the trade ever saw. This is because it beats eggs perfectly in fifteen seconds, has fine bearings, positive foot grip to avoid slipping around bowl, extension crank and convenient grip.

Not to sell the **CYCLONE** is your loss. Get prices, also list of other hot-selling specialties included in THE BROWNE LINE FROM KINGSTON.

**W. C. BROWNE MFG. CO.**  
KINGSTON, N. Y.

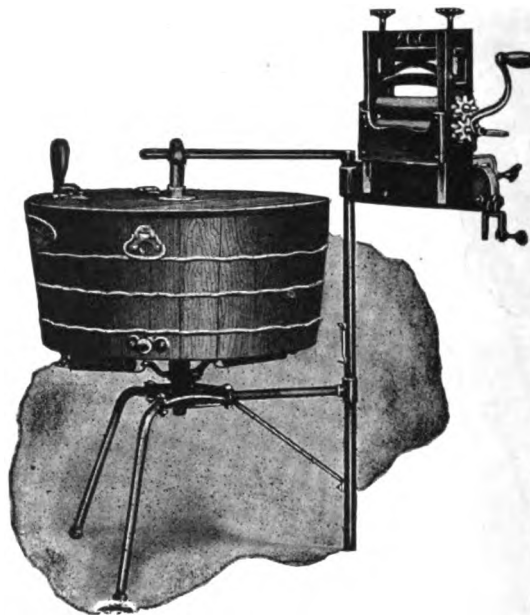
HARDWARE



PATD 4-19-04

## NEW HOME WASHER, No. 60

**Ball Bearing**



Large Capacity

Easy Running

Fast Washing

A Wonder Worker and Labor Saver on Wash-day

**PATENTED**

The price will interest *you* Mr. Jobber.

**THE STANDARD MFG. CO.,**  
**SHELBY, O.**



*Hammer and Chop all day, the*  
**"NEVERSLIP" ANCHOR WEDGE**  
**WILL HOLD LIKE GRIM DEATH**

It matters not whether the handle is old and shrunken, or new and green, the "NEVERSLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work better, last longer and give better satisfaction.

Used by some of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes. Send for terms and prices.

**THE NEVERSLIP ANCHOR WEDGE CO., Auburn, N. Y.**



HARDWARE

Please mention **HARDWARE** when writing to advertisers.





**UNEVEN GROUND**

P/IS I P  
IMMATERIAL

L/TO THE L

# MORGAN POTTER EXTENSION FOOT LADDER

It makes all surfaces  
even and safe. Fits  
any ladder. Simple and  
safe. It's a good thing.  
We want more dealers  
to handle it.

MORGAN POTTER CO.  
Fishkill-on-Hudson, N. Y.



It only costs 10 cents, and you can buy it at almost any hardware dealer's.

## NO SOLDERING IRON REQUIRED

Just light a candle or a match and apply SOLDERENE to it. That's all!



There is no rosin, acid or other fluxes required with SOLDERENE, and because of its evident simplicity and merit, appeals to people who are in need of just such an article.

You can carry this compact and handy bar in your pocket and can instantly bring it into use to repair leaks or breaks at your shop, home, factory or automobile garage rapidly and easily. It will also effectively mend your metal ware.

This handy little article sells on its merits, to thousands of customers. (Some call it "The Silent Salesman".) To the dealer who is looking for a ready seller that will help him increase his sales SOLDERENE is just the thing.

WRITE US TODAY

**SOLDERENE COMPANY**  
DEPT. K. 53 STATE ST. BOSTON, MASS.

## REVIEW OF THE MARKETS

**WIRE NAILS:** There is a moderate amount of new business transpiring, but specifications on contracts are still heard from, making the shipments from mills heavy enough to warrant satisfactory deliveries. The mills are yet several weeks behind their orders, but are gradually catching up. The markets are held firmly all around; for prompt shipments premiums are occasionally paid. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers .....\$2.00  
Carload lots to retailers ..... 2.05

*New York.*—It is difficult to get anything like prompt shipments from mills. The cheaply bought Nails are gradually becoming less in the market so that fewer can be used by the jobbers for baits, in accordance with old customs. The new freight rates show an advance, stiffening up prices somewhat. Jobbers' quotations in New York are as follows:

To retailers, carloads on dock.....\$2.19  
Less than carloads on dock..... 2.33  
Small lots at store ..... 2.30

**CUT NAILS:** But little new business is being developed, and the mills are afforded an opportunity for cleaning up orders. The specifications on contracts are now being delivered in reasonable time. Quotations are as follows, f.o.b. Pittsburgh:

Carload lots to jobbers .....\$2.05  
Less than carloads to jobbers ..... 2.10  
Less than carloads to retailers..... 2.20

*New York.*—While the normal demand is a fair one as to quantities, the Nails are obtainable with commendable promptness. The jobbers' quotations are on the basis of \$2.30 for small lots from store.

**BARB WIRE:** Mills are yet several weeks behind their orders, although working on old contracts, as new business is but moderate. The market is firm, and quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

|                                        | Painted. | Galvanized. |
|----------------------------------------|----------|-------------|
| Jobbers, carload lots .....            | \$2.15   | \$2.45      |
| Retailers, carload lots .....          | 2.20     | 2.50        |
| Retailers, less than carload lots..... | 2.30     | 2.60        |

**SMOOTH FENCE WIRE:** Filling of specifications on old contracts forms about the principal business at the mills, as the new business recorded is only nominal. The market is firm, and quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads .....\$1.85  
Retailers, carloads ..... 1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

**BINDER TWINE:** The following prices fairly represent the market, Eastern, f.o.b. delivery, with one-fourth cent less in carload lots:

|                        | Cents per Pound. |
|------------------------|------------------|
| Sisal .....            | 9¼ to 9½         |
| Standard .....         | 9¼ to 9½         |
| Standard Manila .....  | 10¾              |
| Manila (600 ft.) ..... | 12               |
| Pure Manila .....      | 13¾ to 14        |

**ROPE:** The following prices may be said to represent the market:

|                                    | Cents per Pound. |
|------------------------------------|------------------|
| Pure Manila, 7-16 and larger ..... | 13¼ to 13½       |
| B Quality Manila .....             | 12¼ to 12½       |
| Pure Sisal, 7-16 and larger.....   | 9¼               |
| No. 2 Sisal, 7-16 and larger.....  | 8½ to 8¾         |
| No. 1 Jute, ¼ and larger.....      | 9 to 9½          |
| No. 2 Jute, ¼ and larger.....      | 8½ to 9          |
| Less ¼ cent to the large trade.    |                  |

**LINSEED OIL:** The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....46 cents per gallon.  
In lots of 5 barrels or more.....45 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.  
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.  
Calcutta Oil.....70 cents per gallon.



**FILES**

Our policy of using the finest steel, tempered and cut according to the best methods known in modern practice has been the paramount factor in building the

**LARGEST FILE BUSINESS IN THE WORLD.**

**NICHOLSON**

**RASPS**

**FILE COMPANY**  
PROVIDENCE R. I. U. S. A.

#### PUMPING IN ASIA MINOR.

##### OPPORTUNITIES FOR THE DEVELOPMENT OF AMERICAN MANUFACTURES.

In stating that American pumps need no introduction in Asia Minor, Consul E. L. Harris, of Smyrna, reviews the trade in pumping and windmill equipment as follows:

The importation goes back some twenty-five years, and probably no less than 70,000 American pumps of various types and sizes have been sold in that time in Smyrna and from this important distributing center throughout the interior of Asia Minor. By far the greater number of pumps sold consisted until lately of the popular pitcher type, which, thanks to its simplicity and its low cost, was almost universally used in connection with the many artesian wells in this city. Of recent years, owing to the establishment by a Belgian company of an elaborate pressure water system, the pump trade has declined, especially the pitcher type, so that what remains is principally confined to the demand of the interior and the islands of the archipelago. American pumps, while having lost ground by a wide margin, still come first and command a decided preference over any other importation.

The kinds of pumps mostly in demand here and in the surrounding country are the following: Pitcher pumps, single and double-acting force pumps of the vertical or horizontal pattern with brass or iron cylinder, brass or iron working sections with the accompanying deep-well standards, and such accessories as foot valves, stuffing boxes, strainers, etc. The piston wooden pump and the wooden chain pump, so commonly used on American farms, are not known here, and it is probable that, owing to the dryness and heat prevalent in this region during the Summer months, they would not prove satisfactory.

##### SPRAYING PUMPS AND WINDMILLS.

A line of pumps for which there is a great demand and in which the United States has no share is the spraying pump, used in connection with various chemical solutions such as copper sulphate, lime water, etc., for the treatment of vine parasitical diseases. A large number of these pumps are sold annually, especially in years of unusually late rains, for fighting peronospera of the grapevine, and the bulk of them are imported from France. They are of the knapsack type and retail, on an average, at about \$7 each. They are of a simpler and cheaper construction than the corresponding article in the United States, but they have proved satisfactory. I am convinced that American makers who would take up the manufacture of a similar pump would meet with success here.

Imported windmills are all of American make, represented by the galvanized steel article, direct stroke or back-gear. The use of windmills for pumping purposes is chiefly confined to

the immediate neighborhood of Smyrna, where hundreds are in use. The interior is proving rather slow in adopting them, probably owing to the absence of the regular winds with which the Gulf of Smyrna is particularly favored, and also to the lack of funds of the inland farmer. The American steel windmills have been successfully imitated here, and the cheapness of local manual labor enables the counterfeit product to undersell the original. There is a promising field for American windmills, especially if care is taken to reduce to a minimum their cubic measurement when packed for export, so as to economize in freight.

#### AGRICULTURAL MACHINERY IN SOUTH AFRICA.

A London exporting merchant, who has returned from a brief South African visit, says that, depression or no depression, last year his firm did better than at any time since 1902, their business in agricultural machinery and implements being especially satisfactory. The Cape farmers, he says, are spending heavily on such things as up-to-date windmill equipment, and are also taking a very keen and practical interest in irrigation. The fact that the present year is likely to be a record one for wool will probably still further enhance their spending powers, and manufacturers of sheep-shearing appliances have, in his opinion, an exceptional opportunity for pushing their goods just now. In fact, the merchant thinks that another six months will see a general improvement in South African business, with money easier and credit higher all round.

BURR'S DAMASCUS TOOL WORKS, 66-72 Fort Street, East, Detroit, Mich., have published their catalogue, No. 12, of Molders' Tools, showing fine half-tones of Trowels, Stove Tools, Slicks and Flutes, Gate Cutters, Bench Lifters, Hub Tools, Flanges and Beads, etc., etc. The quality of the tools is of the highest standard, and on this basis the business has grown from a very humble beginning to a very extensive one.

## THE HERBRAND SAFETY RAZOR

IS THE BEST

MADE BY THE HERBRAND CO., Fremont, O.

**IMPROVED CARPENTERS' TOOLS**

**STANLEY**

A TOOL THAT'S STAMPED

IS THE BEST OF ITS KIND

**SOLD BY ALL HARDWARE DEALERS**

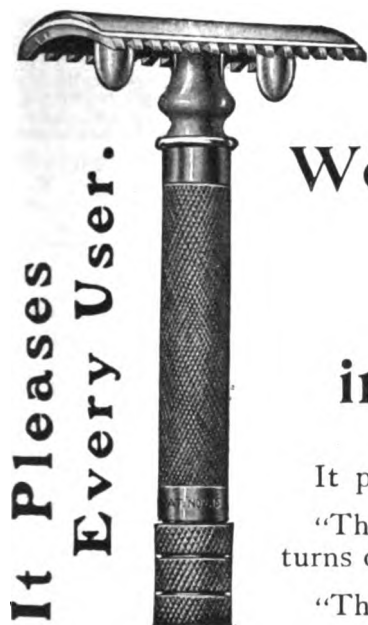
STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.



# Gillette Safety Razor

NO STROPPING NO HONING



It Pleases  
Every User.

The Most  
Wonderful Selling  
Razor  
in the World



It pleases every customer, who in turn brings a new customer.

"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

**12 BLADES, 24 SHARP EDGES,**  
Every blade will give from 20 to 40 close, smooth,  
comfortable shaves.

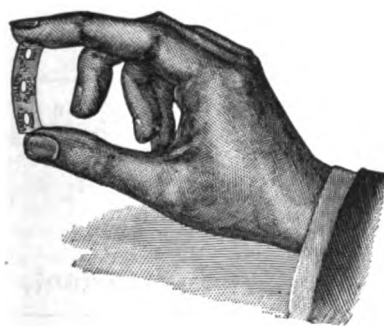
Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

Quadruple gold-plated set with 12 blades and monogram \$12.00.

Standard combination set with shaving brush and soap in triple  
silver-plated holders \$7.50.

Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10  
blades with 20 sharp  
edges, for sale by all  
dealers, at the uniform  
price of 50 cents.

Sold by Leading Drug, Cut-  
lery and Hardware Dealers.



*We Supply all Dealers with Signs and Booklets.*

Write us for facts, and for terms.

**GILLETTE SALES COMPANY,**

Times Building,

New York City



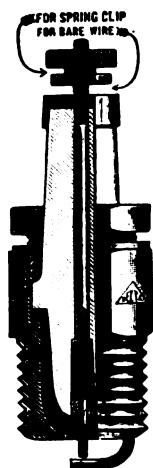
Please mention HARDWARE when writing to advertisers.



## AUTOMOBILE SUNDRIES RECORD

### DELTA SPARK PLUG.

The Delta Mfg. Co., Bloomfield, N. J., are the manufacturers of the Delta Spark Plug which is shown by a sectional cut herewith. This is a plug made by practical people, from high-grade material, the workmanship employed in its construction being first-class. The porcelains are imported, being produced abroad especially for the Delta Mfg. Co., of a quality and form giving the greatest strength and highest resistance. Its many points of merit are referred to in the following:



**INSULATION**—Finest quality of imported hard fire porcelain.

**FIRING PIN**—Cemented into porcelain. No working loose or firing through.

**BINDING NUT**—Combination Nut that takes bare wire or spring clip terminal.

**SHELL**—Closed end type which excludes oil and lessens sooting and miss-firing.

**PACKING**—Copper—Asbestos gasket that does not have to be renewed every time plug is taken apart.

**SIMPLICITY**—Only five parts and can be taken apart and reassembled in a minute by anyone. Owing to its construction it is almost impossible to short-circuit this plug even under the most trying conditions, and the "Delta" is especially recommended for use in motors where the conditions are such that other spark plugs fail to give satisfaction. Sizes: half inch standard and metric.

### AUTO STEERING GEAR MADE ALONG NEW LINES.

A form of automobile steering gear designed along lines radically different from those in current practice is announced by an Indiana firm. The casing is of cast aluminum and is made oil and dust-tight; it is filled with oil or thin grease so that all parts are thoroughly lubricated. The steering column is mounted on roller bearings, one at the bottom of the aluminum case and the other at the top, thus supporting the screw and nut mechanism of the gear centrally between them. These bearings are adjustable by means of a single nut on top of the case. The steering arm, which is a one-piece drop forging, is also mounted on the same type of bearings and is adjustable in the same manner, the single nut being conveniently placed at one end.

The column carries a steel screw working in a large bronze nut having a lining of hard babbitt. Bronze pins, forming part of and extending on each side of the nut, carry slotted steel links, the lower ends of which are pins connected to the two arms of the yoke forging which is keyed to the steering arm. A wing segment in the center of the yoke works in a slot in the bronze nut, preventing the nut from turning and likewise relieving the links from twisting. Two set screws in the casing act as adjusting stops on the wing segment, thus regulating the extreme movement of the steering arm. With this arrangement the mechanism is held in perfect alignment.

This form of construction lends itself to the elimination of lost motion between the parts and only neglect in providing oil or long continued use should bring it about, in which event the babbitted nut can be replaced readily with a new one at small expense. Though irreversible, the lever connections are so well proportioned with the size and pitch of the screw that the steering is easy, giving that much desired "feel" of the road which is a characteristic of only a perfectly balanced and easy working gear.

The column has a stationary brass tube casing through which the rods of the spark and throttle extend, being connected to two pin ratchet segments at the bottom of the case. A foot accelerator is employed to operate the throttle independently of the position of the lever over the wheel.

The steering wheel itself is built up of black walnut segments on a solid three-arm wheel casting, and is given a high polish in the natural finish of the wood. The entire column is mounted on a single tubular cross member somewhat after the fashion of a trunnion, permitting the slant of the column to be adjusted to suit the driver. Oil injected under the cap on the wheel lubricates all the moving parts of the column.—*N. Y. Commercial.*

### DOW DOUBLE INSULATED MICA SPARK PLUG.

The Dow Portable Electric Co., Braintree, Mass., are the manufacturers of the Double Insulated Mica Spark Plug shown in the accompanying illustrations. Fig. 1 shows the Spark Plug complete, and Fig. 2 with a section removed, so that its construction may be easily seen. There is a wrapping of dry mica around the spindle, over which are placed mica washers, which are pressed under heavy compression and turned down like a



FIG. 1.



FIG. 2.

piece of iron until it is a solid mass. There is no shellac, varnish, or any other material used in its construction, so there is nothing to carbonize. There are three numbers of Plugs. No. 1 is fitted with a platinum point; No. 2 with a sterling silver point, and No. 3 with a German silver point. All other parts are identically the same. Unless an engine gets extremely hot, the No. 3 Plug is as good as either of the others. All Plugs are fitted for one-half inch pipe thread unless otherwise ordered.

A. S. NOONAN TOOL AND MACHINE WORKS, Rome, N. Y., have sent us their new catalogue of Automobile, Motor Cycle and Bicycle Tools and Specialties. The company call special attention to their Valve Truing Tool and Valve Spring Lifter, both of which were shown for the first time at the recent New York Automobile Show. Regarding their products the company state: "The Bicycle and Automobile Tools which we manufacture are the result of practical experience. We understand the bicycle, automobile and motor cycle thoroughly, having built, sold and repaired them for several years. We also served a full apprenticeship with the best machinists and tool makers, so that we have a personal knowledge of the kind of tools most useful in this work, and how to make and use these tools. Those which we present in this catalogue have been developed and used in our own shop and made in our own factory; and only when their utility was established by severe and practical tests were they offered to the trade." The contents include everything needed by the bicyclist and automobilist. Their line of Tool Sets of Chisels and Punches is an attractive one, and has been approved by chauffeurs and automobilists throughout the country. Each design is made to meet the greatest demand for quick work when needed, and the tools are made of the finest grade of Jessop tool steel, carefully finished, hardened and tempered.

From Consul Mason Mitchell we have the following:

It is utterly useless for American merchants to expect to introduce and sell goods by advertising or communicating with dealers here. Western China knows little or nothing of American products, nor do they care to be enlightened by illustrated advertisements. Rarely can anyone read or write English, and seldom is there anyone in a firm that can. Until the American manufacturer or dealer will send goods here with an agent to exploit them there is little chance of our goods gaining a foothold in this Western China market.



**AVOID ACCIDENTS LIKE THIS!**



**THE EQUIVALENT OF  
120 GALLONS of WATER**  
in three pounds of weight.  
all for **\$1.00**

Absolute protection to auto or motor boat as well as home, office or business is assured when

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FIRE**  
TRADE MARK.

is on hand.

The tube contains dry powder only, which is easily discharged. Each tube generates about 1,000 cubic feet of nitrogen gas, which is absolute DEATH TO COMBUSTION. No acid or liquid, no corrosion, leakage, pressure, explosion, or freezing. Harmless to flesh and fabric. Does not deteriorate with age. No complicated instructions. The only safeguard against burning oil.

**A HOT SELLER. Write for terms.**  
**HENRY W. LANDAU, Manufacturer,**  
**GREEN ST. and N. J. R. R. AVE.,**  
**NEWARK, N. J.**

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**A Strong Team**

**"DELTA"**

**Spark Plug and Ignition Battery**

**THE PLUG** positively excludes oil and does not collect soot. Can be taken apart and re-assembled in one minute. Can not be short-circuited.

**THE BATTERY** is alive when you get it, and remains alive after your customer gets it. Retains its current when not in use. The only high-amperage dry cell that will do this. Guaranteed to stand six months storage without averaging over 10 per cent. deterioration from rating.

THE BOAT OR AUTO USING THE "DELTA" BATTERY AND PLUG WILL ALWAYS GET HOME.

GET OUR ATTRACTIVE FIRST ORDER PROPOSITION sent to every dealer not handling our goods who will mention this paper.

**THE DELTA MFG. CO.**  
BLOOMFIELD, N. J.



**DELICIOUS  
OMELETS**

CAN BEST BE  
PREPARED  
BY USING

**THE HILL**

**Patent Egg and Cream Beater.**

Can be used in a cup as well as in a larger dish — and **POSITIVELY WILL NOT SPATTER.** It is the most modern of Egg Beaters, and is as far ahead of its competitors as they are ahead of the fork.

There is a continuous and ever increasing demand for THE HILL PATENT EGG AND CREAM BEATER, and it will prove a splendid quick-selling and profitable line for the dealer.

If your Jobber cannot supply you, write us.

**THE HOLBROOK MFG. CO.,**  
ATTLEBORO,  
MASS.



Ready for Use.

**"SOOT-PROOF"**

**SPARK PLUG**

The best selling Plug on the market.  
Does not deteriorate and cannot short-circuit.  
It's life is practically unlimited.

**IT  
IS 'A  
TRADE  
BUILDER**

It is reliable and gives satisfaction in every instance.

The Plug of all Plugs.

Retails for \$1.00.

Send for discounts.



The Hardware and Auto Sundries Dealer should sell this Plug because it has so many easily understood points of value, and is so worthy of recommendation.

**C. A. MEZGER  
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Manufacturers  
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National Sales Corporation  
Factory Sales Managers  
296 Broadway  
N. Y. City

**IT'S STRONGEST  
POINT-IT ALWAYS SPARKS**



## HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Stores, Incorporations, Etc.

Albany, Ind.—The McCormick Brothers' Company have been incorporated with a capitalization of \$25,000. The company intends conducting a general Hardware business. Arch, Walter P. and C. Roy McCormick are the incorporators.

Anselmo, Neb.—Empfield & Leonard have engaged in the Hardware business.

Bayard, Neb.—J. W. Parton has engaged in the Hardware business.

Brooklyn, N. Y.—John Bunce Co., Hardware, tools, machinery, paints, oils, etc.; capital, \$10,000. Incorporators: Cyrus V. Bunce and Albert A. Bunce, No. 180 Kosciusko Street; Richard Bunce, No. 171 High Street, all of Brooklyn.

Clinton, Okla.—Brown Hardware Company, capital stock, \$10,000. Incorporators: S. C. Brown and L. E. Yeo, of Clinton; Frank Summers, of Noble.

Columbus, Tex.—The O. W. Eagle Hardware & Lumber Co. has been incorporated with a capital of \$10,000.

Durham, N. C.—The Durham Hardware Company; capital of \$50,000, by R. L. Lindsay, C. E. Lawrence and others.

Hebron, Neb.—C. C. Nocke has opened a new Hardware store.

Hot Springs, Ark.—The Tucker Hardware Co. has been incorporated with a capital of \$25,000.

Houston, Tex.—Jones Hardware Company, capital stock, \$20,000. Incorporators: R. N. Farrar, N. E. Meader and Harry A. Hurt.

La Junta, Colo.—The La Junta Trading Co. has been incorporated with a capital of \$15,000, and will handle Hardware and machinery.

Louisville, Ky.—Bomar-Summers Hardware Company is the title of Louisville's most recent and one of its most complete Hardware establishments, which has opened a store at 333 West Jefferson Street. A full line of stock of cutlery, guns, builders' Hardware, stoves, ranges, etc., will be carried in various qualities. The firm will do both a wholesale and retail business.

Portland, Ore.—The Stevenson-Paulser-Meyers Co. has been incorporated with a capital of \$5,000, and will handle Hardware.

Salmon, Ida.—The Cheaon Hardware & Implement Co. has been incorporated.

Snyder, Tex.—McCullough Hardware Company, capital stock, \$25,000. The incorporators are W. A. McCullough, J. F. McCullough and R. L. Palmer.

Springfield, Ohio.—The Champion Supply and Hardware Company has been incorporated with a capital stock of \$10,000 by R. A. Stewart, L. P. Schaefer, John Carl, A. Schaefer and P. R. Schaefer. The company is starting in business at 78 East Main Street.

Tacoma, Wash.—J. A. Denholm has opened a new Hardware store.

Temple, Tex.—Brady & Black have incorporated their business as the Brady & Black Hardware Co.

Whitney Point, N. Y.—Point Hardware Co.; to deal in Hardware, tinware, etc.;

capital, \$10,000. Incorporators: George C. McMurtrie and Robert W. Taft, Whitney Point, N. Y.; Herbert J. McMurtrie, Frechold, N. J.

### Changes and Improvements.

Ainsworth, Neb.—R. N. Atkinson has sold his Hardware store to Burwell & Beatty.

Alvin, Tex.—The Alvin Hardware Company has sold its entire stock to T. C. Edwards. The inventory is being taken, after which Mr. Edwards will take charge of the business, and W. C. Greer, the former proprietor, will assist Mr. Edwards as clerk.

Aquilla, Tex.—The Garrett-Gibson Hardware Co. has succeeded to the business of Garrett & Gibson.

Avard, Okla.—F. A. Todd has sold his Hardware store to John W. Flatt.

Bertrand, Neb.—Sand & Kiplinger have succeeded to the Hardware store of Beyer & Sand.

Bladen, Neb.—Hicke & Phelps have purchased the Hardware business of Chas. E. Hicks.

Braman, Okla.—F. C. Jewell has succeeded to the Hardware department of Dillingham & Jewell.

Bristow, Iowa.—C. R. Thompson has purchased the Hardware store of G. W. Miller.

Cambridge, Ohio.—At a recent meeting of the Carlisle & Grimes Hardware Co., which operates stores in this city and Byesville, the firm name was changed to the Guernsey Hardware Co. The stock of the company is owned by the same parties as heretofore, with the exception of L. E. Carlisle, and both stores will be under the management of C. J. White.

Clarksville, Tex.—Hooker Bros. have succeeded to the business of the Hooker Hardware Co.

Clinton, Mo.—Thomas & Foster have sold their Hardware business to Briggs & Jones.

Coeur d'Alene, Ida.—H. H. Hubbard has sold his Lakeside Hardware store to Mr. Fernald.

Colville, Wash.—C. T. Frennessen has sold his interest in the Colville Hardware Co. to A. J. Montgomery.

Concordia, Kan.—E. A. Bel'sle has sold his store to the Birch Hardware Co.

Corpus Christi, Tex.—R. L. Gregory has succeeded to the Hardware business of Heath & Gregory.

Crandall, Tex.—Fowler Bros. have succeeded to the Hardware store of S. J. Fowler.

Deepwater, Mo.—Hagan Bros. have purchased the Hardware business of McCown Bros.

Fairfield, Iowa.—E. P. Fisher has purchased the Hardware store of the Fulton & Brady Co.

Farmington, Iowa.—The Hardware stock and business of Frank D. Carr & Co. was purchased by John Hassler & Co.

Greenwood, Neb.—Edwin Metcalf has sold his Hardware store to R. D. McDonald.

Hays, Kan.—George Phillips & Son have purchased the Hardware store of P. A. Wassinger.

Hebron, Neb.—Young, Knode & Co. have sold out their Hardware business.

Home, Kan.—Robert Schwartz has purchased the Hardware store of T. H. Edmundson.

Huntley, Neb.—E. Lowe has sold his Hardware store to R. E. Smith.

Idana, Kan.—C. R. Park has sold his Hardware store to C. R. Worrall.

Independence, Ore.—Huston & Simons have sold their Hardware store to Hanna & Irvine.

Itasca, Tex.—The Itasca Hardware Co. has succeeded to the business of T. W. Carr.

Johnson, Wash.—Jay Gibson has sold his Hardware store to Avery McInturff.

Kingman, Kan.—D. A. Scranton has purchased the business of the Wilson Hardware Co.

Lambert, Okla.—Eaton & Oringdorff have purchased the Hardware store of W. H. Bell.

Leeds, Kan.—J. W. Fildes has sold his Hardware store to H. Elliott.

Leland, Ida.—The A. J. Inman Co. has purchased the stock of Hardware, etc., of Oylear Bros.

Logan, Iowa.—J. T. Case has purchased the interest of W. S. Frazier in the Magnolia Hardware store.

Mediapolis, Iowa.—Welch & Wilson have sold their Hardware business to G. C. McIntire.

Mulberry, Ark.—I. L. Hight has sold his store to the Mulberry Hardware Co.

North Platte, Neb.—Workman & Derryberry have succeeded to the Hardware and implement business of Workman, Derryberry & Faulk.

Panama, Iowa.—C. N. Walker has purchased the Hardware store of Thomas Weatherill.

Paris, Tex.—Fairfax & Cook have purchased the retail business of the M. F. Allen Hardware Co.

Pilot Point, Texas.—F. A. Wright has succeeded to the Hardware business of Emerson & Wright.

Portsmouth, Iowa.—C. C. Cooper has sold his Hardware store to Thomas & Coughlin.

Revelstoke, B. C.—Bourne Bros. have moved their Hardware and plumbing establishment into new quarters.

Silver City, Iowa.—C. W. Hammer has purchased the Hardware store of I. S. Little.

South Omaha, Neb.—Darling & Sons have sold their Hardware business to M. S. Newkirk.

St. Joseph, Mo.—Julius Marr has succeeded to the Hardware department of the Cermant-Marr Mercantile Co.

Stockham, Neb.—Clarence Riker has purchased the Hardware store of N. W. Swearingen.

Tabor, Iowa.—Stevens & McLean have succeeded to the Hardware business of Wachob & McLean.

Wilcox, Neb.—J. H. Current has purchased the Hardware store of John Funke.

**OPPORTUNITIES** describes positions open for men of all degrees of experience and ability at \$1,000-\$5,000. Write us to-day stating position desired. HAPGOODS, 305 Broadway, New York.



*Is Your Balance on the Profit Side?*

## The KELSEY WARM AIR GENERATOR

Will put it there if it is not.

### HEATING CONTRACTS THAT PAY

Are the only kind worth clinching, and the KELSEY will clinch them for you.

The agency for the Kelsey will enable you to get the best class of heating contracts, because the Kelsey Warm Air Generator is the one heater that supplies enough pure, warm air in all emergencies and distributes it evenly throughout the largest house.

800 Kelsey dealers are placing the best heating orders in their home territories.

The KELSEY backs them up by giving satisfaction in every case. It will back you up as well. Send for our

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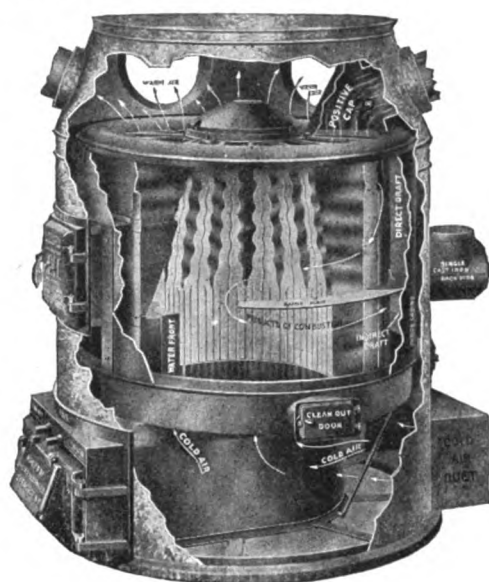
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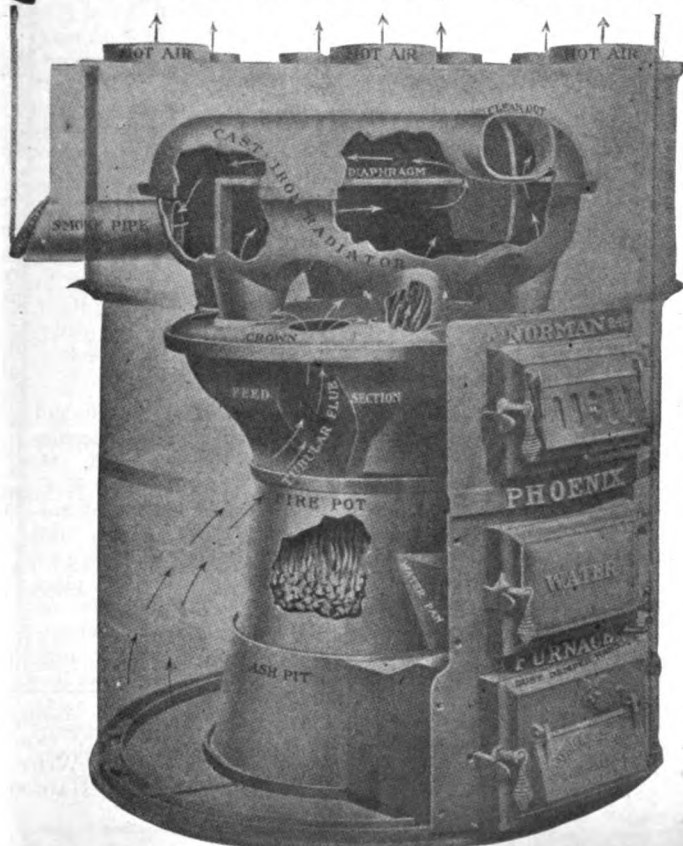
104-106 W. Lake St., CHICAGO



NOT A COLD ROOM IN THE HOUSE

WHEN IT IS HEATED BY THE

## "NORMAN" PHOENIX FURNACE



It is a **HEAT GENERATOR** (not a mere warm air furnace), and in the important features of heater construction is ahead of any other hot air generator in existence.

### READ ABOUT ITS SUPERIOR POINTS:

It gives out pure air to be breathed—air with the oxygen (life giving element) intact. Does not over-heat or underheat the supply.

All joints are properly made and proportioned to prevent the slightest escape of gases into the air, supply under all extremes of contraction and expansion.

No sifting of ashes necessary. Large, deep fire pot. Immense radiating surface.

Our interesting literature will tell dealers just why the "NORMAN" PHOENIX will interest the man who pays the coal bill. Get it.

**GALUSHA STOVE CO.,**  
ROCHESTER, N. Y.

**BURNS EVERY COMBUSTIBLE  
PART OF THE COAL**

Please mention **HARDWARE** when writing to advertisers.



## HARDWARE MANUFACTURERS' RECORD

**Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.**

### **New Incorporations, Etc.**

**Bedford, Ind.**—The Bedford Handle Co. has been incorporated with \$100,000 capital stock, by George M. Dodd, Boone Leonard, James W. Douthitt, William Butler, Walter Newland and William F. Brooks.

**Brooklyn, N. Y.**—The John Buner Co. was recently incorporated to manufacture Hardware, machinery, etc., with a capital of \$10,000.

**Columbus, Ohio.**—The Columbus Wire Bound Box Company has been organized by Dwight S. Ritter and others, with a capital of \$30,000, to manufacture a patent wire bound packing box. The company will have a plant in the building formerly occupied by the Midgely Mfg. Co.

**Cuyahoga Falls, Ohio.**—The Independent Tack Co. has been organized with a capital of \$50,000 to manufacture double pointed tacks and staples.

**Leetonia, Ohio.**—The Leetonia Tool Co. has been incorporated with a capital of \$10,000 by H. T. Collins, W. R. Smith, J. T. Smith, C. S. Richards and M. A. Collins.

**New York, N. Y.**—Alcohol Utilities Co., to manufacture lamps, stoves, beaters, cookers, etc.; capital, \$90,000. Incorporators: Edward A. Alexander, Edward Galinger, Samuel Saltman, No. 299 Broadway.

**New York, N. Y.**—Half Minute Edger Co., to manufacture sharpening tools and implements; capital, \$100,000. Incorporators: James H. Reinhardt, East Orange, N. J.; William H. Van Wart and William S. Moore, Brooklyn; James J. Kienan and Theodore F. Bourne, Montclair, N. J.

**New York, N. Y.**—Snowflake Mfg. Co., manufacture ice cream freezers; capital, \$100,000. Directors: J. H. Cleary, D. M. Whelan, W. J. Cosgrove, New York.

**New York, N. Y.**—The Floor Scraping Machine Co. has been incorporated with a capital of \$60,000 to manufacture machinery for scraping and polishing floors. The incorporators are: John B. Hicks, Edwin F. Murdock and William A. Walling, 26 Cortlandt Street, New York.

**New York, N. Y.**—The Hardware and Machine Reduction Co. has been organized with a capitalization of \$10,000 to manufacture tools, machinery, Hardware, etc., by Frank La Gratta, 170 East 102nd Street; M. Benincassa, 462 East 115th Street, and Luigi Mazzala, 311 112th Street, all of New York.

**North Tonawanda, N. Y.**—The Niagara Oil Stone Company has been incorporated with a capital stock of \$25,000, and will manufacture hones, oil stones, etc. F. C. Allen, Duncan Sinclair and J. P. Lindsay, North Tonawanda, are the directors.

**Paris, Ill.**—The Bohnert Mfg. Co., recently incorporated with a capital of \$5,000, will engage in the manufacture of galvanized eave troughs, corrugated and plain conductor pipe and cresting ridge roll. A jobbing business in sheet iron and tin plate will also be done.

**Portland, Me.**—Ward Safety Razor Co., capital, \$250,000, was authorized to operate in Illinois with a capital of \$32,000.

**Seneca Falls, N. Y.**—The Industrial Metal Works has been organized with a capitalization of \$2,000 by Joel F. Troutman, William H. Inglis, Mildred Troutman and Emma G. Inglis, all of the address given above.

**Syracuse, N. Y.**—Syracuse Tool Company, capital, \$5,000, and directors: J. N. Scism, A. L. Gath, F. P. Costigan, Syracuse.

**Tenino, Wash.**—The Clarkson Pump & Cylinder Company has been organized to manufacture pumps and pump supplies. The officers are Fred Spencer, president; J. W. Van Norman, treasurer; A. J. Rockhold, secretary; W. R. Clarkson, manager.

### **Changes and Improvements.**

**Chattanooga, Tenn.**—The Chattanooga Implement & Mfg. Co. reports that its new electrical power plant is about completed. An Allis-Chalmers engine and Bullock generator and motors will be installed, and the plant will be up-to-date in every respect.

**Cincinnati, Ohio.**—The new plant of the Samuel C. Tatum Company, to be erected on Colerain Avenue, will be five stories high, of mill construction, and the staircases and elevators will be incased to make them fireproof. The building will be 60 by 266 feet. There will be a one-story steel factory building in the rear, 110 by 300 feet. Work on the buildings will begin at an early date.

**Cleveland, Ohio.**—The Standard Foundry & Mfg. Co. is having plans prepared for an addition to its plant, to be used as a rivet shop. The building will be about 60 by 60 feet.

**Dayton, Ohio.**—T. A. Legler, Jr., and Ben Eilerman have purchased stock in the Dayton Keyless Lock Company and will take places on the board of directors of this company. Hereafter the keyless locks of this company will be manufactured by the Legler-Eilerman Company of this city, of which these gentlemen are the head.

**Delphos, Ohio.**—The Delphos Mfg. Company has increased its capital stock from \$150,000 to \$300,000, and extensive changes are now being made in the plant. The output of all lines manufactured by the company, including galvanized sheets, eave trough, conductor pipe, oil cans, tanks, etc., has been greatly increased, and provision is being made for the addition of other goods.

**Dryden, Ark.**—The plant of the Hiatt Plow Co. will shortly be moved to Bono, Ark., where J. N. Hiatt has already opened the business. Mr. Hiatt has recently invented an improved plow which he will manufacture at Bono.

**Evansville, Ind.**—The Metal Furniture Company has been reorganized and the capital stock will be increased from \$25,000 to \$60,000.

**Grand Rapids, Mich.**—The Fox Machine Co. within the past month has installed two new Jones & Lamson flat turret lathes, a tool from lathe and some other minor equipment. By means of increasing the equipment and the working force, deliveries are being shortened materially on Fox light millers, universal wood trimmers and other Fox tools.

**Grand Rapids, Mich.**—The Grand Rapids Hand Screw Company has about completed its new factory and expects to take possession of it about July 1. The company manufactures hand screws, cabinet makers' benches, clamps, factory trucks, etc.

**Knightstown, Ind.**—The Parrish-Alford Fence & Machine Co. has increased its capital stock from \$25,000 to \$75,000. William A. Alford is president.

**Little Falls, N. Y.**—The Henry Cheney Hammer Co. has just completed a three-story addition to its factory plant, which will give it an increased production of about 100 dozen handled hammers per day.

**Mansfield, Mass.**—The Bay State Tap & Die Co. is building two one-story brick machine shop additions 30 by 62 feet and 30 by 67 feet.

**Meadville, Pa.**—The Uwanta Wrench Co. has just completed the erection of an addition to its plant. This increase in capacity has been rendered necessary by the rapid expansion of the company's business.

**New Brunswick, N. J.**—The Neverslip Mfg. Co., maker of horseshoes, is now occupying and fully operating its additional new plant recently purchased, the building being 75 by 240 feet, two stories high. The company is also building a plant at Montreal, Canada, which it expects to complete by July 1. The Canadian plant will be 75 by 240 feet, part one story and part two stories. Besides these plants the company has a third at Catsauqua, Pa.

**New York, N. Y.**—The De Witt Wire Cloth Co., 299 Broadway, with mills at Belleville, N. J., and Philadelphia, Pa., is increasing its plant for the manufacture of bronze wire window screen cloth, copper and galvanized, also its wire rope and cord department, including bronze and galvanized tiller ropes and sash cords and the wire cord for curtain cable.

**Rome, N. Y.**—The Rome Mfg. Co., maker of nickel-plated copper wire, has just erected a new warehouse, 41 by 246 feet, on the ground, and two stories high, which will greatly facilitate the handling of its product.

**Topeka, Kan.**—A building permit has been issued to the Steel Fixture Mfg. Co. for a large machine shop to be erected on Holliday Street near Seventh. The building will be one story wood and iron 75 by 100 feet and will be completed by July 1, at a cost of \$5,000. The company manufactures steel lockers and similar goods.

### **Miscellaneous.**

**Columbus, Ohio.**—The Capital Lock Nut & Washer Co. at its first annual meeting elected the following directors: A. M. Gaines, L. R. Ayers, J. Z. Krumm, J. C. Rogers, F. C. Hubbard, H. B. Hutchinson, W. E. Meade, C. F. Dickinson and Andrew Dobbie. Mr. Dobbie succeeded O. A. Glock and Mr. Dickinson takes the place of T. H. Rhine of Denver, Colo., who resigned some time since. The company manufactures lock nuts, track bolts, nuts and washers, and although in operation less than a year has made such progress as to warrant the enlargement of the present plant, requiring considerable new machinery and equipment, which will be ordered at once.





## HENRY C. KELLEY & CO.,

109 &amp; 111 Leonard Street,

NEW YORK.

Warehouse, 2 &amp; 3 Benson Street.

Manufacturers of and Dealers in

## Twines and Ropes

For WRAPPING, SEWING and BALING PURPOSES.

+ ——— MADE FROM ——— +

COTTON, JUTE, HEMP, MANILA @ SISAL.

\* \* \* \* Domestic and Export Trade Solicited. \* \* \* \*

## BUSSE TUFTED CHAIR SEATS



LOCAL TUFTED SEAT

More comfortable and richer in appearance than any other chair seat. Impervious to dampness. Made of artificial leather and filled with cotton felt, soft and pliable. Mounted on 3 ply veneer and intended to be nailed to the chair. Tufted with pronged japanned rivets, which cannot pull out.

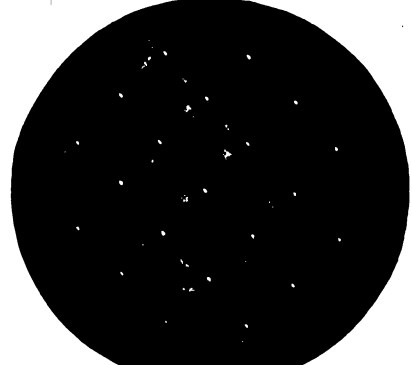
BUSSE PORCH CUSHIONS add a touch of elegance to the veranda, and are a great comfort to the occupants thereof.

*Complete description sent upon request.*

**W. A. BUSSE & CO.**

36-38 Union Park Court, Chicago

H BERKELE, 48 Leonard St., New York Representative



COBBLER TUFTED SEAT

## ADVERTISE THE YEAR ROUND

MANUFACTURERS and dealers make a mistake when they cease advertising because business is booming. It takes years of continuous hammering to build up a large trade, and advertising enters largely into every successful campaign. Stop advertising and you commence to tear down what you have built up. You may not feel it this year, but you will feel it next, and history has proved that ground once lost in this way can never be regained.

**"HARDWARE"**  
WILL KEEP YOU IN TOUCH

SECURE

THE AGENCY  
FOR  
THE



## COMBINATION STEAM COOKER AND BAKER.

THIS IS HOW WE HELP YOU:

All answers to our advertising, which appears monthly before ten million women, are referred back to the dealer selling Ohio Cookers in that territory.

Thousands upon thousands of inquiries are the result. We supply you free with good readable literature, handsome display cards and a fine electrical display stand.

*If this does not mean easy sales and large profits to you, we would like to know what does!*

The Ohio Cooker is a soft snap for dealers. It is a wonderful device which saves kitchen drudgery, 5% of fuel, cooks all food deliciously, and makes tough meat tender.

Get next to this unparalleled offer at once by securing the agency. Forty-eight page catalogue free.

**The OHIO COOKER CO.**

600-17 Jefferson Ave.





**THE BARTHEL  
KEROSENE  
FURNACE**

Is simple in construction, reliable and durable under all conditions of work.

Smokeless—smell-less—coilless.

Absolutely safe; approved by underwriters.

Cheaper to operate and gives greater heat than any other furnace.

Send for booklet and prices.

**Barthel Blow Lamp Co.**  
294 Washington St.  
Boston, Mass.

**TURNER  
TORCHES**

No. 12  
Old  
Reliable  
Torch



is the highest grade of single jet type of torch made.

Constructed of the best quality heavy brass and being the first torch of its kind ever placed on the market, it is the favorite among all classes of mechanics.

You would not want a more profitable seller. Guaranteed.

Write your Jobber or us.  
Price of No. 12 \$3.25. Get our Catalog.

**TURNER BRASS WORKS,**  
70 N. Franklin St., Chicago, Ill.

**F. E. MYERS & BRO., Ashland, O.**

**STORE  
LADDERS**

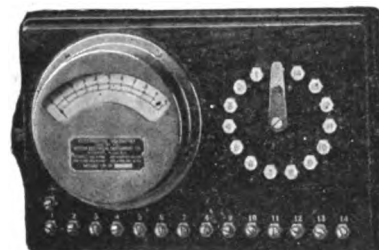
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CUSHION TIRE.

Best and Most Complete in the Market.  
Write for Descriptive Circular and Prices.

**MFRS.**  
Pumps, Hay Tools,  
Barn Door Hangers,  
&c. Largest and  
Best Line in the World




**WESTON  
Electrolytic Voltmeter**



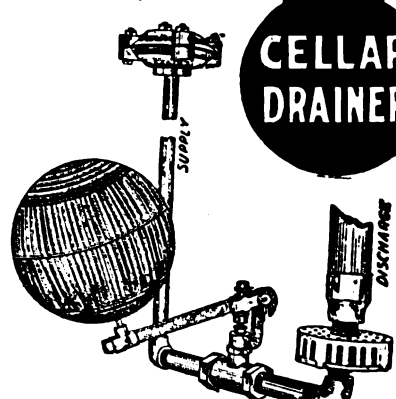
The accompanying cut illustrates a new model WESTON VOLTMETER expressly designed to meet the requirements of ELECTROPLATERS, ELECTROTYPERS and others engaged in the art of ELECTROMETALLURGY. It is accurate and thoroughly reliable. It is built in a thoroughly substantial manner; the workmanship is high grade. It is provided with a 15 point switch so that the difference of potential can be determined at any one of 15 tanks or all of them successively. It is *low priced and good*.

Special Bulletin describing the instrument and giving prices can be obtained upon application.

**Weston Electrical Instrument Co.,**  
Waverly Park, NEWARK, N. J., U. S. A.

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**CELLAR  
DRAINER**




**ENTIRELY AUTOMATIC**

Drains cellars, cesspools, foundations, wheel pits, furnace pits, etc., using city water or steam supply having from 15 to 80 lbs. pressure per square inch.

Six sizes, from 50 to 1200 gallons per hour capacity.

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We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression.

These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



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85 to 93 Cliff St. & No. 13 Jacob St.,  
Established 1836, NEW YORK CITY.

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**DEALERS:** We want you to make more money and you can easily, if you sell these handsome metal shingles, for which there is such a demand.

WRITE US TO-DAY FOR OUR SPECIAL OFFER.

**MONTROSS METAL SHINGLE CO. CAMDEN, NEW JERSEY.**  
Trenton, Phila.

**25¢** Buys a  
**Life Saving  
DAVIS  
SANITARY FOUNT**

Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.

Price 25c each, \$2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.

Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.

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Manufacturers  
530 Hanover St.  
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STENCILS—BURNING PRANS  
**STEEL STAMPS & DIES**  
SPAIN—MADE IN U.S.A.—CHICAGO  
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WIRE GOODS  
BUFFALO, N.Y.

Artistic  
METAL  
WORK

**Hardwaremen's Exchange**

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of **SIDE LINE OFFERED**, **SIDE LINE WANTED** and **ALL OTHER NOTICES**, two cents per word. No ad. received less than three lines

**MALE HELP WANTED**

**SALESMEN**—Positions now open for experienced Hardware salesmen; choice of desirable territory; salary and commission. Ask for free list of openings. HAPGOODS, 305 Broadway, New York.

**A GENTLEMAN** with an extensive acquaintance with the Southern Hardware jobbers, to many of whom he can refer, would like to represent some first-class manufacturer with established trade, either traveling or in local office. Address **HARDWARE**, 415 Produce Exchange, New York.

**WANTED**.—Two young men for Hardware clerks; familiar with country business; Paints, Agricultural Tools, etc. Apply with reference at once. Charles P. Sherwood, White Plains, N. Y.

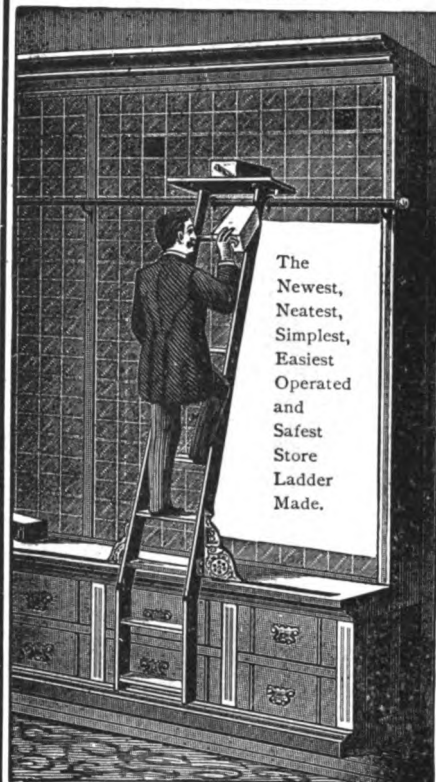
**AGENTS WANTED**.—To sell our specialties in Enameled Ware, to Hardware and Housefurnishing Goods trade. Enamel Specialty Mfg. Co., Box Pittsburgh, Pa.

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**THE SCHWEDTLE STAMP CO.**  
STENCILS—BURNING BRANDS  
STEEL STAMPS & DIES  
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**The BICYCLE STEP LADDER.**  
Especially adapted for Hardware Stores.



The  
Newest,  
Neatest,  
Simplest,  
Easiest  
Operated  
and  
Safest  
Store  
Ladder  
Made.

Ask about the new **noiseless** track.  
Highest award World's Fair.

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**THE BICYCLE STEP LADDER CO.,**  
65 Randolph St., CHICAGO ILL.

Improved Quick and Easy  
Rising Steam, Electric  
and Hand Power  
**ELEVATORS**  
Send for Circulars.  
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**KIMBALL ELEVATOR CO.,** 120 Cedar St.,  
39 Vincent St., Cleveland, O. New York.



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**SECURE**  
PROTECTION AND LONG  
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SAVES REPAIRING  
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**"The CLIFT FOLDING GARMENT HOOKS"**  
Particularly adapted for apartment houses and dwellings. A necessary article in halls, vestibules, closets, bath rooms, chambers, cloak rooms, restaurants, stores, auditoriums, schools and offices.  
Send for pamphlet and price list.  
**THE CLIFT COMPANY**  
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Take off your Hat to "The Myers!"  
BEST PUMP ON EARTH.

**GLASS VALVE SEAT PUMPS**  
**HAY UNLOADING TOOLS**  
and **BARN DOOR HANGERS**  
**HAY RACK CLAMPS**

Myers Hay Unloader.

O. K. Stay-on Door Hanger.

Steel Track.  
Aluminum Finish.

Flexible.

Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

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Sample Copies Free.



**IF** you are  
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**SEEDERS**

that your money can buy  
at a profit for you, write us  
**Forty Years at it.** We know how to  
make them best. Five kinds: **CYCLONE**,  
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**Bow**, **Champion, Jr.**—all quick sellers.  
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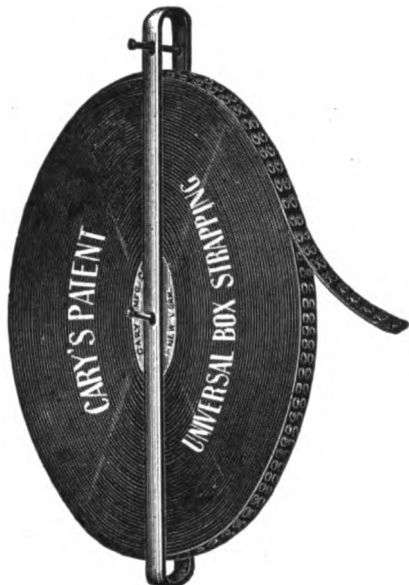
**CYCLONE SEEDER CO., Urbana, Ind.**  
LONDON OFFICE: 149 Queen Victoria St.,  
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## CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.  
Patent Metal Reel Frame with each coil.  
Straps made in four widths:  $\frac{1}{2}$ ,  $\frac{3}{8}$ ,  $\frac{1}{4}$  and 1 inch.  
Patented in all countries.

**CARY MFG. CO.,**  
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Here  
to-day

There  
to-morrow

## HAND-POWER ELEVATORS

for Hardware Dealers,  
General Stores, Contractors

We now carry them in stock.

Center-lift hand-power freight elevators in various convenient sizes are thus *immediately available*—from us to you upon receipt of *accepted specifications*.

Prices as *satisfactory* as our product.



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**EATON & PRINCE COMPANY**  
CHICAGO



## OVER THE HILLS AND INTO THE WOODS

Going to Camp this summer? Got all your stuff packed? Better make sure you have a pair of

**Witch-Elk**  
TRADE MARK REGISTERED

BOOTS with you.

Cross-country, through the swamp underbrush or forest—it's all the same with the wearer of WITCH-ELK BOOTS for hunting, fishing, and prospecting. In fact for all other purposes where quality, comfort, reliability, durability and dry feet are desired

Our reputation is so well established and our prices are so reasonable that it will pay dealers who are looking for good profits and increased

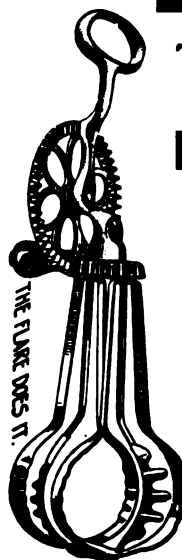
sales to handle our splendid line of sporting and athletic foot wear.

It will pay you to  
write for our Catalog  
to-day.

**WITCHELL-SHEILL CO.,**  
DETROIT, MICH.



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## The Cook Swears by the Holt Dover Egg Beator



because it beats eggs in  
**TWENTY SECONDS**

and does it better than the ordinary Egg Beator, which takes at least four times as long (usually more).  
One-fourth the revolutions.  
One-tenth the effort.

Send for our Catalog, describing also our "CLEANER" CARPET BEATER—another great seller.

**HOLT-LYON CO.,** Tarrytown-on-Hudson, N. Y.

## PAINTS, OILS AND COLORS.

### Oils

Linseed, City, raw, in barrels,  $\frac{1}{2}$  gal. .... 45c  
Linseed, City, boiled, in bbls. .... 47c  
Out of Town, on spot,  $\frac{1}{2}$  gal. .... 48c  
Calcutta, raw, in barrels,  $\frac{1}{2}$  gal. .... 70c  
Lard, prime city,  $\frac{1}{2}$  gal. .... 75c  
Lard extra, No. 1. .... 80c  
Lard, No. 1. .... 80c

### Paints and Colors

Barytes, Foreign floated,  $\frac{1}{2}$  ton .... \$18.00  
Barytes, American floated,  $\frac{1}{2}$  ton .... \$19.00  
White Lead, American, dry, in bbls. .... \$19.00  
White Lead, American, in oil, in lots of less than 100 lbs.  $\frac{1}{2}$  lb. net. .... 75c  
In lots of 100 lbs. and over,  $\frac{1}{2}$  lb. net. .... 75c  
White Lead Eng., in oil,  $\frac{1}{2}$  lb. .... 85c  
Zinc, American dry,  $\frac{1}{2}$  lb. .... 85c

Putty, Commercial— $\frac{1}{2}$  100 lb. in bladders. .... \$1.70  
in bbls or tubs. .... \$1.20  
in 1 lb. to 5 lb cans. .... \$1.45  
in 1 lb to 50 lb cans. .... \$1.20

### Spirits Turpentine

In regular bbls., per gallon. .... 67c  
In machine bbls. .... 67c

### Dry Colors

Blue, Chinese. .... \$1.10  
Blue, Prussian. .... \$1.10  
Blue, Ultramarine. .... \$1.10  
Sienna, Italian, burnt & powdered. .... \$1.10  
Sienna, Italian, raw & powdered. .... \$1.10  
Umber, Turkey, burnt. .... \$1.10  
Umber, Turkey, raw. .... \$1.10  
Green, Chrome, ordinary. .... \$1.10  
Green, Paris, in kegs. .... \$1.10  
Indian, Red, American. .... \$1.10  
Indian, Red, English. .... \$1.10

### Colors in Oil

Black, Lampblack. .... \$1.10  
Blue, Chinese. .... \$1.10  
Blue, Prussian. .... \$1.10  
Blue, Ultramarine. .... \$1.10  
Sienna, burnt. .... \$1.10  
Sienna, raw. .... \$1.10  
Umber, burnt. .... \$1.10  
Umber, raw. .... \$1.10



# PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

## Ammunition

| CAPS—PERCUSSION— |               |
|------------------|---------------|
| Kelly's E. B.    | 50¢@55¢       |
| G. D.            | per M 24¢@25¢ |
| F. L.            | per M 40¢@45¢ |
| G. E.            | per M 45¢@50¢ |
| Musket.          | per M 50¢@55¢ |

| PRIMERS—                                   |     |
|--------------------------------------------|-----|
| Berdan Primers \$2.00 per M.               | 30% |
| B. L. Caps (Starvant Shells) \$2.00 per M. | 30% |
| All other Primers per M. \$1.25 to \$1.60. |     |

| CARTRIDGES—                  |         |
|------------------------------|---------|
| Blank Cartridges             |         |
| 25 C. F.                     | 10¢@15¢ |
| 25 C. F.                     | 10¢@15¢ |
| 25 cal. Rim.                 | 10¢@15¢ |
| 25 cal. Rim.                 | 10¢@15¢ |
| B. B. Caps. Con. Hall, swgt. | \$1.30  |
| B. B. Caps. Round Ball.      | \$1.40  |
| Cent. Fire.                  | 25¢     |
| Target and Sporting Rifle.   | 15¢@25¢ |
| Primed Shells and Bullets.   | 15¢@10¢ |
| Rim Fire Sporting.           | 50%     |
| Rim Fire Military.           | 15¢@25¢ |

| SHELLS, EMPTY—                                                       |        |
|----------------------------------------------------------------------|--------|
| Brass Shells                                                         |        |
| First quality, all gauges.                                           | 60¢@5¢ |
| Climax, Club, Rival, 10 and 12 ggs.                                  | 65¢@5¢ |
| Paper Shells                                                         |        |
| Acme, Ideal, Leader, New Rapid.                                      |        |
| Magie, 10, 12, 16 and 20 gauge.                                      | 25¢@5¢ |
| Blue Rival, New Climax, Challenge.                                   |        |
| Monarch, Defiance, New Victor, Repeater.                             |        |
| Yellow Rival, 10, 12, 16 and 20 gauge.                               | 30%    |
| Climax, Union, League, New Rival, 10 and 12 gauge.                   | 25%    |
| Climax, Union, League, New Rival, 14, 16 and 20 gauge (\$7.50 list). | 20%    |
| Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.            | 25¢@5¢ |

| SHELLS, LOADED—                     |         |
|-------------------------------------|---------|
| Black Powder.                       | 40%     |
| Smokeless Powder, medium grade.     | 40¢@5¢  |
| Smokeless Powder, high grade.       | 40¢@10¢ |
| SHOT—                               |         |
| Drop, up to 16 lb bag.              | \$1.25  |
| Drop, 16 and larger, per 25 lb bag. | 2.25    |
| Huck, 25 lb bag.                    | 2.30    |
| Chilled, 25 lb bag.                 | 2.30    |
| Dust Shot, 25 lb bag.               | 2.40    |

| GUN WADS—\$1000—              |              |
|-------------------------------|--------------|
| B. E., 11 up.                 | \$ 60        |
| B. E., 9 and 10.              | 70           |
| B. E., 7.                     | 80           |
| B. E., 5.                     | 90           |
| P. E., 11 up.                 | 1.00 15¢     |
| P. E., 9 and 10.              | 1.25         |
| P. E., 7.                     | 1.40         |
| P. E., 5.                     | 1.50         |
| Kelly's B. E., 11 and larger. | \$1.70¢@1.75 |
| Kelly's P. E., 12 to 20.      | \$3.00¢@3.25 |

| Animal Pokes        |        |
|---------------------|--------|
| Iowa Farming Tools. | ¢ doz. |
| Hawkeye.            | \$4.25 |
| Western.            | 4.00   |

| Anti-Rattlers                           |             |
|-----------------------------------------|-------------|
| Fernald, Quick Shift, ¢ doz. pair, net. | \$2.00      |
| Burton's, ¢ doz. pair, Nos. 2 and 5.    | 50¢         |
| Per doz. pair, No. 1.                   | 75¢         |
| Per doz. pair, No. 4.                   | 1.00        |
| Kohler's.                               | ¢ Gro.      |
| Dairy, No. 4.                           | Net. \$4.20 |
| Perfect, No. 2.                         | Net. 6.00   |
| Bolt Holder, No. 1.                     | Net. 8.40   |

| Anvils                           |          |
|----------------------------------|----------|
| Eagle Anvil, 7 lb. net.          | 8¢@      |
| Hay-Budden, Wrought.             | 9¢@9¢@   |
| Peter Wright's.                  | 11¢@11¢@ |
| Trenton.                         | 9¢@9¢@   |
| Columbian, all steel, 7 lb. net. | 9¢@      |

| ANVIL AND VISE COMBINED—    |                  |
|-----------------------------|------------------|
| Millers Falls (with drill). | \$18.00, 15¢@10% |

| Augers and Auger Bits              |            |
|------------------------------------|------------|
| Boring Machine Snells.             | 70%        |
| Com. Auger Bits.                   | 70¢@5¢@10¢ |
| Forster Pat. Bits.                 | 25%        |
| Ford Auger Bit Co.                 |            |
| Auger Bits.                        | 40¢@40¢@   |
| Machine Bits.                      | 40¢@40¢@   |
| C. E. Jennings & Co.               |            |
| D'ble Spur pattern car, No. 20.    | 40¢@7¢@    |
| Mobile Double Spur, No. 22.        | 55%        |
| No. 10, Extension L.P.             | 25%        |
| Car Bits, No. 10.                  | 40¢@7¢@    |
| Car Bits, No. 20.                  | 40¢@7¢@    |
| Ring Augers.                       | 60%        |
| Jennings' Pattern.                 | 50¢@10¢@   |
| Snell's Auger and Car Bits.        | 50¢@10¢@   |
| Extra.                             | 50¢@10¢@   |
| No. 1.                             | 50¢@10¢@   |
| Russell Jennings' Augers and Bits. | 25¢@10¢@   |

| HOLLOW AUGERS—          |            |
|-------------------------|------------|
| Ames.                   | 25¢@10%    |
| Honey's Adjustable.     | 45¢@50¢@   |
| Hibbard's Adjustable.   | Net prices |
| Ives.                   | 25¢@10%    |
| Millers Falls, Goodall. | 15¢@7¢@10% |
| Universal, each \$4.50. | 50%        |

## EXPANSIVE BITS—

| C. E. Jennings & Co., Steers' Pat. | 25¢@10%      |
|------------------------------------|--------------|
| Clark's small, \$18.               | 40¢@10¢@     |
| Clark's large, \$25.               | 40¢@10¢@     |
| Ives' Model, ¢ doz. \$20.          | 50%          |
| DOUBLE CUT GIMLET BITS—            |              |
| Common, net.                       | \$3.00¢@3.25 |
| German Pattern, net.               | \$4.00¢@4.25 |
| Mayhew's Diamond ¢ doz. \$1.25.    | 50%          |
| Snell's Bell Hangers.              | 40%          |

## TWIST DRILLS—

| Bit Stock.                | 60¢@10¢@20, 10¢@10 |
|---------------------------|--------------------|
| Taper and Straight Shank. | 60¢@10¢@20, 10¢@10 |
| SHIP AUGERS AND BITS—     |                    |
| Ford Auger Bit Co.        | 25¢@25%            |
| L'Honniedon's.            | 15%                |
| Snell's.                  | 40%                |
| Watrous.                  | 25¢@7¢@            |

## Awls and Auger Handles

| See Handles                                                                       |                       |
|-----------------------------------------------------------------------------------|-----------------------|
| Awls                                                                              |                       |
| Handled Brad.                                                                     | Per Gro. \$2.75¢@3.00 |
| Handled Scratch.                                                                  | \$3.50¢@4.00          |
| Patent Peg.                                                                       | 31¢@34¢               |
| Sewing, Com.                                                                      | \$2.00¢@2.50          |
| Shouldered Peg.                                                                   | \$2.00¢@2.50          |
| Shouldered Brad.                                                                  | 60¢@65¢               |
| Socket Scratch ¢ doz.                                                             | \$1.00                |
| Awl and Tool Sets                                                                 |                       |
| Alken's Awls and Tools:                                                           |                       |
| No. 10, ¢ doz. \$7.50; No. 20, ¢ doz.                                             | \$10.                 |
| Brad Sets.                                                                        | 60¢@10%               |
| No. 42, \$10.50; No. 45, \$12.50.                                                 | 70%                   |
| Fray's Adj. Tool Hds., Nos. 1, \$12; 2, \$13; 3, \$14; 4, \$15; 5, \$16; 6, \$17. | 40%                   |
| Ice Awls.                                                                         | 55%                   |
| Miller's Falls Adj. Tool Holders:                                                 |                       |
| Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$13.                                          | 15¢@10%               |
| C. E. Jennings & Co's. Adj. Tool Hds.                                             | 25¢@                  |
| Rollie Hdw. Co., Adj. Tool Holders, No. 1, \$18.                                  | 50%                   |

| Axes                      |        |
|---------------------------|--------|
| Single Bit, base weights: |        |
| First Quality.            | \$5.00 |
| Second Quality.           | \$4.50 |
| Double Bit, base weights: |        |
| First Quality.            | \$7.50 |
| Second Quality.           | 6.75   |

| HATCHETS—                               |         |
|-----------------------------------------|---------|
| Hunt's Underhill's, Blood's or Plumb's. |         |
| Shingling.                              | 50%     |
| Broad and Bbl.                          | 40¢@10% |
| Hoy's Axes.                             | 50%     |
| Peck Edge Tool Co.                      |         |
| Hatchets, shingling, etc.               | 50%     |
| Broad and Bbl.                          | 40¢@10% |
| Boy's Axes and Hatchets.                | 50%     |

| Axle Grease                     |          |
|---------------------------------|----------|
| Dixon's "Everlasting" Graphite: |          |
| 1 lb cans (25 in case).         | 15 ea.   |
| 2 " "                           | 25 "     |
| 10 " " (6 in case).             | \$1.20 " |
| 25 " "                          | 2.75 "   |
| 50 " kgs.                       | 5.00 "   |
| 100 " "                         | 10.00 "  |
| 200 " half bbls.                | 5¢@1b    |
| 375-400 lb "                    | 5¢@1b    |
| Snow Flakes:                    |          |
| One-quart cans, ¢ doz.          | \$ 2.20  |
| Two-quart cans, ¢ doz.          | 3.20     |
| One-gallon cans, ¢ doz.         | 6.00     |
| Five-gallon cans, ¢ doz.        | 24.00    |
| Quarter bbls. (15 gal.), 7 gal. | 45       |
| One-half bbls. 7 gal.           | 45       |
| Bbls., 7 gal.                   | 20       |

| Balances, Spring             |     |
|------------------------------|-----|
| Chatillon's:                 |     |
| Light, class A.              | 50% |
| Circular Balances, class C.  | 50% |
| Ice Balances, class B.       | 50% |
| Straight Balances, Class A1. | 50% |
| Class A2.                    | 50% |
| Class D. E. F.               | 40% |
| Class G.                     | 20% |

| Balances, Sash |          |
|----------------|----------|
| Caldwell's.    | 50%      |
| Pullman's.     | 50¢@10¢@ |

| Beef Shavers            |         |
|-------------------------|---------|
| Enterprise:             |         |
| Japanned, each, \$5.00. | 25¢@30% |
| Tinned, each, \$10.50.  | 25¢@30% |

| Bells                      |          |
|----------------------------|----------|
| HAND—                      |          |
| Hand Bell, polished brass. | 50¢@10¢@ |
| Nickel Plated.             | 40¢@10¢@ |
| Pure bell metal.           | 50¢@10%  |
| Silver chime.              | 25¢@30%  |
| Swiss metal.               | 50¢@10¢@ |
| White.                     | 50¢@10¢@ |

| DOOR—          |          |
|----------------|----------|
| Trip, Gem.     | 50¢@10%  |
| Gong, Abbe's.  | 40¢@40¢@ |
| Gong, Yankee.  | 50¢@10¢@ |
| New Departure. | 50¢@10%  |
| Rotary.        | 50¢@10%  |
| Push.          | 50%      |

## COW—

|                          |             |
|--------------------------|-------------|
| Common wrought.          | 75¢@75¢@10% |
| Kentucky.                | 70¢@70¢@10% |
| Texas Star.              | 50%         |
| Western, Sargent's list. | 70¢@70¢@10% |

## Bellows

|               |            |
|---------------|------------|
| Blacksmith's. | 50¢@55%    |
| Hand.         | net prices |
| Molders.      | " "        |

## Belting Rubber

|                                    |         |
|------------------------------------|---------|
| Boston Belting Co:                 |         |
| "Boston"                           | 50%     |
| "Imperial," seamless stitched.     | 45%     |
| Niagara.                           | 60%     |
| New Jersey Car Spring & Rubber Co: |         |
| Extra Para.                        | 40¢@10% |
| Reliable.                          | 50¢@10% |
| Staple.                            | 60¢@10% |

## Bench Stops

|                                                   |         |
|---------------------------------------------------|---------|
| Morrill's No. 1, \$10.00 per doz. No. 2, \$12.50. | 50%     |
| Miller's Falls.                                   | 15¢@10% |

## Binder Twine

| Per Pound        |          |
|------------------|----------|
| Sisal.           | 9¢@9¢@   |
| Standard.        | 8¢@9¢@   |
| Standard Manila. | 10¢@11¢@ |
| Manila.          | 12¢@12¢@ |
| Pure Manila.     | 12¢@12¢@ |

## Bit Holders.

|                           |         |
|---------------------------|---------|
| Angular.                  | 45%     |
| Extension:                |         |
| Barber's, ¢ doz. \$15.00. | 45¢@50% |
| Ives' ¢ doz. \$20.00.     | 60¢@10% |

## Blind Adjusters

|                            |             |
|----------------------------|-------------|
| Columbian.                 | 25%         |
| Excelsior, ¢ doz. \$2.00.  | 25%         |
| Excelsior, ¢ doz. \$10.00. | 50¢@10¢@    |
| North's.                   | 10%         |
| Upson's Patent.            | 40%         |
| Zimmerman's.               | 50¢@40¢@10% |

## Blind Fastenings and Tenons

|                         |             |
|-------------------------|-------------|
| Security Gravity, ¢ gr. | \$2.00      |
| Zimmerman's.            | 50¢@40¢@10% |

## Blocks, Tackle

|                                   |          |
|-----------------------------------|----------|
| Eddy's.                           | 50¢@10¢@ |
| Harris' Steel.                    | 50¢@10¢@ |
| Iron Strapped, Japanned Sheaves.  | 70¢@10%  |
| Iron Strapped, Lig Vitae Sheaves. | 60%      |
| Rope Strapped, Japanned Sheaves.  | 65¢@10%  |
| L. V. Sheaves.                    | 40%      |
| Lanes:                            |          |
| Junior, Self Sustaining.          | 30%      |
| Pat. Automatic.                   | 50%      |
| Perfect Safety.                   | 50%      |
| Stowell, Novelty Block.           | 50%      |

## Bolts

| DOOR AND SHUTTER—                |             |
|----------------------------------|-------------|
| Cast Iron Barrel, Square, &c.    | 60¢@10%     |
| Cast Iron Chain.                 | 60¢@10%     |
| Cast Iron Shutter.               | 60¢@10%     |
| Ives' Patent Door Bolts.         | 55%         |
| Wrought Barrel Bolts, Griffin's. | 75%         |
| Wrought Metal Ives'.             | 45%         |
| Wrought Square.                  | 70%         |
| Wrt Shutter, 5¢ standard list.   | 70¢@10%     |
| Wrought Spring, Sargent's.       | 70¢@10¢@75% |

## CARRIAGE, MACHINE, & C.—

|                                                  |             |
|--------------------------------------------------|-------------|
| Common carriage (cut thread), 1/2x3 and smaller. | 70¢@12 1/2¢ |
| Larger and longer.                               | 60¢@13 1/2¢ |
| Phila. Eagle, \$2.00 list May 24, '99.           | 50%         |
| Bolt ends, list Feb. 14, '99.                    | 55¢@55¢@    |
| Bolt ends, with C and T nuts.                    | 60%         |
| Machine, 1/2x3 and smaller.                      | 70¢@12 1/2¢ |
| Machine, larger and longer.                      | 80¢@17 1/2¢ |

## TIRE—

|                                      |         |
|--------------------------------------|---------|
| American Screw Co:                   |         |
| Bay State, plain, list Dec. 28, '99. | 75%     |
| Bay State, fluted.                   | 75%     |
| Eagle Phila.                         | 82 1/2% |
| Norway, Phila.                       | 80%     |
| Common.                              | 80%     |
| Norway, Phila.                       | 80%     |
| Portchester, Norway.                 | 80%     |
| Phila.                               | 82 1/2% |

## STOVE AND PLOW—

|        |         |
|--------|---------|
| Plow.  | 65¢@10% |
| Stove. | 55%     |

## MISCELLANEOUS—

|       |         |
|-------|---------|
| Sink. | 82 1/2¢ |
|-------|---------|

## Bone Mills

|             |         |
|-------------|---------|
| Enterprise. | 25¢@30% |
| Stearns.    | 40%     |

## Borers, Tap

|                      |                        |
|----------------------|------------------------|
| Enterprise.          | 20¢@25%                |
| Each.                | \$1.25, \$1.75, \$2.50 |
| Nos.                 | 1, 2, 3                |
| C. E. Jennings & Co: |                        |
| No. 10.              | 50¢@10%                |
| No. 12.              | 25¢@10%                |
| Common ring.         | 20¢@10%                |
| Ives.                | 25¢@10%                |

## Boring Machines

| WITHOUT AUGERS—      |                 |
|----------------------|-----------------|
| Upright. Angular.    |                 |
| Jennings.            | 25¢@45%         |
| Miller's Falls.      | \$7.50, 15¢@10% |
| Snell's, Rice's Pat. | \$2.50, \$2.75  |
| Ajax.                | 40%             |
| Phillips.            | \$4.00 net      |

## Box Scrapers

|                       |     |
|-----------------------|-----|
| Bradley's.            | 30% |
| Stanley's Adjustable. | 45% |

## Box Strapping

|                                |         |
|--------------------------------|---------|
| Cary Mfg. Co's., in case lots. |         |
| "Universal."                   | 25¢@10% |
| Standard Metal Strap Co's.     | 50¢@10% |
| Relaps.                        | 50¢@10% |

## Braces

|                                |                 |
|--------------------------------|-----------------|
| Barber's.                      | 50¢@10¢@10¢@10% |
| Barber's Hatchet.              | 50¢@10¢@10%     |
| Common Ball American.          | 50¢@10¢@10%     |
| C. E. Jennings & Co:           |                 |
| No. 108¢@114¢.                 | 50¢@10¢@        |
| No. 208¢@214¢.                 | 50¢@10¢@        |
| Lancaster Mach. & Knife Works. | 50%             |
| Gen. Spofford's.               | 50%             |

## Brackets

|                             |                    |
|-----------------------------|--------------------|
| Griffin's Folding.          | 70¢@10%            |
| Griffin's Pressed Steel.    | 75¢@10¢@75, 10¢@5% |
| Bradley's Pat., full cases. | 50¢@50¢@10%        |
| Bradley's, in broken cases. | 75¢@10¢@           |
| Baine's Adjustable.         | 25%                |

## Bright Wire Goods

|                |         |
|----------------|---------|
| Standard list: |         |
| Steel.         | 30¢@10% |
| Brass.         | 55¢@25% |

## Bull Rings

|                             |        |
|-----------------------------|--------|
| Humason, Beckley & Co's.    | 80%    |
| Rea's 2 1/2 in. net, ¢ doz. | \$1.50 |
| Sargent's.                  | 80%    |

## Butchers' Cleavers

|                                    |        |
|------------------------------------|--------|
| New List, Feb. 1, 1906:            |        |
| Foster Bros., flat heads.....      | 30%    |
| Foster Bros., round heads.....     | 30%    |
| Lancaster Mach. & Knife Works..... | 35%40% |
| L. & I. J. White.....              | 30%    |
| Plumb's.....                       | 30%    |



## COW TIES—

|                 |                 |
|-----------------|-----------------|
| American        | 45¢@50¢         |
| Niagara         | 45¢@50¢@10¢@25¢ |
| Covert Mfg. Co. |                 |
| Cotton          | 45¢             |
| Hemp            | 45¢             |
| Jute            | 45¢             |
| Sisal           | 50¢             |

## Chain Guards

|                      |     |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

## Carpet Stretchers

|                                       |        |
|---------------------------------------|--------|
| Bullard's                             | 33½¢   |
| Montross' "Excelsior" and Tack Hammer | 20¢    |
| Cast Iron, Steel points, ½ doz.       | 90¢    |
| Sockets, ½ doz.                       | \$1.75 |

## Carpet Sweepers

|                           |       |
|---------------------------|-------|
| Sterling Carpet Sweepers  |       |
| Model A, Nickel trimmings | 25.00 |
| " B, Japd.                | 21.00 |
| " " Nickel                | 23.00 |
| " " C                     | 21.50 |
| " " D, Japd.              | 19.50 |

## Carpet and Rug Beaters

|                        |       |
|------------------------|-------|
| No. 12, Wire, Tinned   | 12.00 |
| " 11, Wire, Coppered   | 13.00 |
| " 11, Wire, Tinned     | 13.50 |
| " 10, Wire, Galvanized | 15.00 |

## Cherry Stoners

|                              |         |
|------------------------------|---------|
| Enterprise                   | 25¢@30¢ |
| Goodell's Family, net ½ doz. | \$5.00  |
| Rollman's, net, ½ doz.       | 6.00    |

## Chisels

## SOCKET FRAMING &amp; FIRMER—

|                              |         |
|------------------------------|---------|
| Standard Makes               | 75¢     |
| C. E. J. White               | 80¢@90¢ |
| C. E. Jennings & Co., No. 70 | 25¢@10¢ |
| Jennings & Griffin Mfg. Co.  | 50¢     |

## TANGED &amp; MISCELLANEOUS—

|                             |                  |
|-----------------------------|------------------|
| W. & S. Butcher's           | \$4.75@5.00 to 2 |
| C. E. Jennings & Co.        | 25¢@10¢          |
| Jennings & Griffin Mfg. Co. | 25¢              |
| Tanged Chisels              | 25¢              |
| Tanged Gouges               | 25¢              |
| Tanged Firmers              | 33½¢             |
| Tanged Gouges               | 33½¢             |
| L. & I. J. White            | 25¢@5¢           |

## COLD CHISELS—

|                     |         |
|---------------------|---------|
| Good quality, ½ lb. | 12¢@16¢ |
| Snell's best C. S.  | 40¢@5¢  |
| Cronk's             | 50¢     |

## Cleaners, Sidewalk

|                 |               |
|-----------------|---------------|
| Challenge Shank | ½ Doz. \$3.25 |
| Star Shank      | 3.25          |
| Star Socket     | 4.00          |

## Clippers

## HORSE—

|                               |         |
|-------------------------------|---------|
| Chicago Flexible Shaft Co's.  | Each.   |
| Lightning Belt Clipping Mach. | \$15.00 |
| New '78, Chicago              | 8.75    |
| 1902 Chicago                  | 10.75   |
| Twentieth Century             | 5.00    |

## Coach Oil

|                          |         |
|--------------------------|---------|
| Snow Flans               |         |
| One-pint cans, ½ doz.    | \$ 4.00 |
| One-quart cans, ½ doz.   | 8.00    |
| One-gallon cans, ½ doz.  | 15.00   |
| Five-gallon cans, ½ doz. | 66.00   |

## Cocks, Brass

|                                                                |                 |
|----------------------------------------------------------------|-----------------|
| Hardware List:                                                 |                 |
| Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks | 55¢@10¢@50¢@10¢ |

## Coffee Mills

|                     |             |
|---------------------|-------------|
| Rox and Side        | 50¢@10¢@80¢ |
| Enterprise Mfg. Co. | 20¢@25¢     |
| Lane Bros. Co.      | 20¢         |

## Compasses, Dividers, &amp;c

|                               |             |
|-------------------------------|-------------|
| Athol Calipers and Dividers   | 40¢         |
| Bemis & Call Co's.            | 50¢         |
| Compasses                     | 50¢         |
| Dividers                      | 65¢         |
| Compasses, Calipers, Dividers | 70¢@70¢@10¢ |

## Coopers' Tools

|                   |             |
|-------------------|-------------|
| L. & I. J. White  | 20¢@30¢@5¢  |
| Sandusky Tool Co. | 20¢@20¢@10¢ |

## Corkscrews

|                             |         |
|-----------------------------|---------|
| Detroit Cork Screw Co.      | 33½¢    |
| Hannason & Beckley Mfg. Co. | 50¢@10¢ |
| Samson, ½ doz.              | \$10.00 |

## Corn Hooks

|                     |                   |
|---------------------|-------------------|
| Kretzinger Cut-Easy | ½ Doz. net \$3.00 |
|---------------------|-------------------|

## Corn Knives and Cutters

|             |     |
|-------------|-----|
| Bradley's   | net |
| Wadsworth's | 60¢ |

## Countersinks

|                  |         |
|------------------|---------|
| Mayhew's Diamond | 40¢@45¢ |
| Smith's          | 25¢     |
| Snell's          | 40¢     |
| Wheeler's Patent | 50¢     |

## Cow Ties

|            |  |
|------------|--|
| See Chains |  |
|------------|--|

## Crayons

|                                                                 |                              |
|-----------------------------------------------------------------|------------------------------|
| Sargent's List                                                  | 30¢                          |
| Dixon's                                                         |                              |
| Eclipse                                                         | 7 in., \$3.75; 9 in., \$4.50 |
| Emerald                                                         | 5.00                         |
| Orion                                                           | 5.00                         |
| Rainbow                                                         | 5.12                         |
| Solid                                                           | 7.50                         |
| Patrol black, 5¢ doz. et and hinc.                              | 9.00                         |
| Zelnicke's Lumber                                               | ½ gro.                       |
| White and Purple, Indelible                                     | ½ gro.                       |
| Blue, Red, Green, Yellow and Terra Cotta, 5¢ doz.               | \$4.00                       |
| Giant Lumber, 5½ in. x 16 in. round, all colors, 1¢ doz.        | \$14.75                      |
| Genuine Soapstone, Metal Workers', 5 in. x ½ in. Round, 5¢ doz. | \$5.00                       |
| Square, 1½ in. x ½ in. x 3-16, 25¢ doz.                         | 5 x 1 x 3-16, \$3.00         |

## Curry Combs

|                           |         |
|---------------------------|---------|
| Kohler's                  | 40¢     |
| The Metal Stamping Co.    | 40¢     |
| Southington Cutlery Co's. | 25¢@10¢ |

## Cutlery

|                  |     |
|------------------|-----|
| Foster's Pocket  | 80¢ |
| Carriers' Pocket | 50¢ |

## Diggers

See Post Hole, etc.

## Dividers

See Compasses, Dividers, etc.

## Dog Collars

|                            |             |
|----------------------------|-------------|
| Walter B. Stevens & Son:   |             |
| Brass                      | 40¢         |
| Embossed Gilt              | 20¢@10¢     |
| Leather                    | 40¢         |
| Union Hd'wre Co., new list | 50¢@50¢@10¢ |

## Door Checks

|                              |         |
|------------------------------|---------|
| Rardley's                    | 40¢     |
| Columbia                     | 50¢@10¢ |
| Eclipse A                    | 50¢@10¢ |
| Home                         | 50¢@10¢ |
| Pullman's Screen, ½ doz. net | \$4.50  |

## Door Holders

|          |      |
|----------|------|
| Empire   | 50¢  |
| Superior | 32½¢ |

## Door Springs

|                                  |             |
|----------------------------------|-------------|
| Columbian Steel                  | 30¢         |
| " Faultless                      | 50¢         |
| Gem (Coll), list Oct. '96        | 20¢         |
| Pullman, Perfect                 | 25¢         |
| Pullman Coil                     | 25¢         |
| Star (Coll), list Oct. '96       | 30¢         |
| Torrey's Rod, 33 in., ½ doz. net | \$1.00@1.25 |
| " 48 in., ½ doz.                 | 3.50        |
| Victor, Coll.                    | 50¢@10¢     |
| Chicago Coil Springs             | 40¢@10¢     |
| Reliance Coil Springs            | 40¢@10¢     |

## Drain Cleaners

|                   |        |
|-------------------|--------|
| Iwan's Adjustable | 55¢    |
| Iwan's Stationary | 40¢@5¢ |

## Drawing Knives

|                    |             |
|--------------------|-------------|
| Standard Makes     | 70¢@10¢@75¢ |
| Adjustable Handle  | 25¢@25¢@10¢ |
| Jennings & Griffin | 70¢@10¢     |
| Watrous            | 16½¢        |
| L. & I. J. White   | 30¢@5¢@25¢  |

## Drills and Drill Stocks

|                                      |         |
|--------------------------------------|---------|
| Automatic Boring Tools, Goodell's    |         |
| Blacksmith's                         | 50¢@10¢ |
| Breast, Miller's Falls, each \$3.00  | 15¢@10¢ |
| Hand, Goodell's                      | 50¢@10¢ |
| Whitney's Hand Drill, No. 1, \$10.00 |         |
| Adjustable, No. 10, \$12.00          | 33½¢    |

## TWIST DRILLS—

See Augers and Bits.

## Drive Punches

|                    |     |
|--------------------|-----|
| Bemis & Call's     |     |
| Hand forged, round | 50¢ |
| Hand forged, oval  | 50¢ |

## Egg Beaters

|                             |               |
|-----------------------------|---------------|
| Holt-Lyon Co.               | ½ Doz. ½ Gro. |
| No. 5 Japanned, Dasher      |               |
| flared                      | \$0.85 \$3.50 |
| No. A, Japanned, 6 doz.     | \$6.40 1.15   |
| No. 1, Tinned               | 1.40 16.80    |
| No. B, Japanned, hotel size | 1.25 22.00    |
| No. 6, Japanned, Dasher     |               |
| flared                      | 1.85 19.20    |
| No. 2, Tinned, hotel size   | 3.00 24.00    |

## Emery Wheel Dressers.

|          |     |
|----------|-----|
| Sterling | 35¢ |
|----------|-----|

## Escutcheons

|      |     |
|------|-----|
| Wood | 25¢ |
|------|-----|

## Farriers' Knives

|                  |               |
|------------------|---------------|
| "Challenge"      | ½ Doz. \$3.00 |
| Popes            | 8.00          |
| Wilkinson's, net | 8.00          |
| Wostenholm's     | 5.25          |

## Faucets

|                |            |
|----------------|------------|
| Iron Petroleum | 70¢@70¢@10 |
|----------------|------------|

## SELF MEASURING—

|                   |             |
|-------------------|-------------|
| Enterprise ½ doz. | \$36.00     |
| Lane's            | \$40.10@25¢ |

## Files

## DOMESTIC—

|                         |                     |
|-------------------------|---------------------|
| New list, Nov. 1, 1899: |                     |
| American                | 75¢@10¢@75¢@10¢@10¢ |
| Arcade                  | 75¢@10¢@75¢@10¢@10¢ |
| J. Barton Smith         | 75¢@10¢@75¢@10¢@10¢ |
| Diagon's                | 75¢                 |
| Twiston's Superfine     | 50¢                 |
| Eagle                   | 75¢@10¢@75¢@10¢@10¢ |
| Great Western           | 75¢@10¢@75¢@10¢@10¢ |
| Kearney & Foot          | 75¢@10¢@75¢@10¢@10¢ |
| McClellan               | 75¢@10¢@75¢@10¢@10¢ |
| Nicholson               | 70¢@10¢@75¢@10¢@10¢ |
| Nicholson's X. F. Files | 40¢@40¢@10¢         |
| Royal                   | 80¢@30¢@10¢         |

## IMPORTED—

|        |                   |
|--------|-------------------|
| Stub's | Stub's list, 33½¢ |
|--------|-------------------|

## Filters

|                            |              |
|----------------------------|--------------|
| Acorn                      | 50¢          |
| Fulper's Natural Stone     | \$3.50@13.50 |
| Subject to trade discount. |              |

## Fish Hooks

|                                       |             |
|---------------------------------------|-------------|
| Am. Fish Hook Co. list                | 60¢@50¢@10¢ |
| Kirby & Limerick, low list (80¢ base) | 10¢         |

## Fishing Tackle

|                                |         |
|--------------------------------|---------|
| Bishop's                       | ½ Doz   |
| Level Winding Jeweled Reel     | \$75.00 |
| Level Winding Steel Pivot Reel | 65.00   |
| Auto Even Spooler              | 30.00   |
| Gun Cleaner                    | 4.20    |
| Lightening Fish Scaler         | 3.00    |
| Fish Hook Shield               | 8.00    |

## Fish Scales

|                          |         |
|--------------------------|---------|
| Covert's Saddlery Works: |         |
| Great American           | 60¢@30¢ |

## Freezers, Ice Cream

|                   |                                           |
|-------------------|-------------------------------------------|
| "Alaska":         |                                           |
| Qts.              | 1 2 3 4 5 6                               |
| Net               | \$1.15 \$1.25 \$1.30 \$1.35 \$1.40 \$1.45 |
| "Arctic":         |                                           |
| Qts.              | 1 2 3 4 5 6                               |
| Net               | \$1.10 \$1.20 \$1.30 \$1.40 \$1.50 \$1.60 |
| "North Star":     |                                           |
| Qts.              | 1 2 3 4 5 6                               |
| Net               | \$1.25 \$1.30 \$1.35 \$1.40 \$1.45 \$1.50 |
| "White Mountain": |                                           |
| Qts.              | 1 2 3 4 5 6                               |
| Net               | \$1.25 \$1.30 \$1.35 \$1.40 \$1.45 \$1.50 |

## Fruit, Wine &amp; Jelly Presses

|            |         |
|------------|---------|
| Enterprise | 20¢@25¢ |
|------------|---------|

## Fry Pans

|                       |                             |
|-----------------------|-----------------------------|
| Standard list         | 75¢@10¢@30¢                 |
| No. 1                 | 2 3 4                       |
| ½ doz.                | \$3.75 \$4.25 \$4.75 \$5.25 |
| No. 2                 | 5 6 7 8                     |
| ½ doz.                | \$5.00 \$7.00 \$9.00 \$9.00 |
| Kitchen Specialty Co. | Net ½ Gro.                  |
| Size AA               | \$8.10                      |
| " B                   | 8.70                        |
| " C                   | 9.20                        |

## Gauges

|                                        |             |
|----------------------------------------|-------------|
| Bemis & Call's Steel                   | 50¢         |
| Diagon's Mortise                       | 67½¢        |
| Marking Mortise, etc.                  | 50¢@50¢@10¢ |
| Stanley's                              | 35¢         |
| Starrett's Surface, Center and Scratch | 25¢@10¢     |
| Wire, Morse                            | 25¢         |
| Wire, P. S. & W., low list             | 30¢         |

## Gimlets

|                           |             |
|---------------------------|-------------|
| "Diamond" Gimlets, ½ gro. | \$4.00@4.25 |
| Double Cut                | 40¢@10¢@50¢ |
| Metal Head                | 50¢@10¢     |
| Wood Head                 | 50¢         |

## Gimlet Bits

See Augers and Bits.

## Globe and Racking Cocks

See Faucets.

## Glue

|                 |             |
|-----------------|-------------|
| Le Pages Liquid | 25¢@25¢@10¢ |
|-----------------|-------------|

## Glue Pots

See Hollow Ware.

## Graphite Lubricating

|                                |           |
|--------------------------------|-----------|
| Dixon's Pure Oil:              |           |
| 622— 1 lb. cans                | 30¢ ea    |
| 623— 5 lb. screw top tin cans  | 85¢ ea    |
| 624— 10 lb. screw top tin cans | \$1.60 ea |
| 644— 25 lb. boxes              | 15¢ lb    |
| 645— 50 lb. boxes              | 14½¢ lb   |
| 646— 100 lb. kegs              | 14¢ lb    |
| 647— 350 lb. barrels           | 12¢ lb    |

## Grindstone Fixtures

|                      |             |
|----------------------|-------------|
| Cronk's              | 50¢         |
| P. S. & W.           | 80¢@20¢@10¢ |
| Stowells Extra Heavy | 40¢@10¢     |
| Stowells Light       | 50¢         |

## Gunpowder

See Ammunition.

## Gun Wads

See Ammunition.

## Hafes

|                  |        |
|------------------|--------|
| Brittons, ½ doz. | \$6.50 |
|------------------|--------|

## Halters

|                   |         |
|-------------------|---------|
| Covert Mfg. Co.:  |         |
| Jute Rope Halters | 50¢     |
| Sisal Rope        | 30¢@10¢ |
| Web Halters       | 35¢@5¢  |

## Hammers

## HANDLED HAMMERS—

|                             |                 |
|-----------------------------|-----------------|
| Henry Cheney Hammer Co.:    |                 |
| Adze Eye                    | 40¢@10¢@10¢     |
| Blacksmith's Hand           | 50¢@10¢         |
| Machinist's                 | 60¢@10¢         |
| Tinners' Hand               | 50¢@10¢         |
| Magnetic tack, Nos. 1, 2, 3 | \$1.25 \$1.50   |
| " 1, 2, 3                   | \$1.75          |
| Maydole's                   | 35¢@45¢@40¢@10¢ |
| Sargent's new list          | 40¢             |
| Fayette R. Plumb:           |                 |
| Plumb, A. E. Nail           | 40¢@3½¢         |
| Engineers and B. S. Hand    | 50¢@12½¢        |
| Cracker City Hammers        | 40¢@10¢         |
| Riveting and Tinners'       | 40¢@2½¢         |

## HEAVY HAMMERS &amp; SLEDGES—

|                    |             |
|--------------------|-------------|
| Under 5 lb 50c lb. | 80¢@5¢      |
| 5 to 15 lb 40c lb. | 80¢@5¢      |
| Over 15 lb 30c lb. | 80¢@10¢@5¢  |
| Wilkinson's Smiths | 9½¢@10¢@11¢ |

## Hammock Ropes

|                  |        |
|------------------|--------|
| Covert Mfg. Co.: |        |
| Jute             | 40¢@5¢ |
| Sisal            | 20¢    |

## Handles

## WOOD—

|                                           |                |
|-------------------------------------------|----------------|
| Auger, assorted, ½ gro.                   | \$2.75         |
| Auger, large, ½ gro.                      | 3.25           |
| Auger, Ives' Pat., No. 1                  | 60¢@10¢        |
| No. 3 to 32½                              | 40¢            |
| Axe, Pick, etc.                           | 60¢@5¢@60¢@10¢ |
| Bills Mfg. Co.:                           |                |
| Chisel                                    |                |
| Brad Axl.                                 | 25¢@35¢        |
| File                                      |                |
| Auger                                     |                |
| Soldering Iron                            |                |
| Brad Axl. ½ gro.                          | \$1.75@3.00    |
| Chisel, Worcester, leather capped, ½ doz. | \$1.50         |
| net                                       | \$1.50         |
| File, assorted, ½ gro.                    | \$1.40@1       |



## SPRING HINGES—

|                                          |        |
|------------------------------------------|--------|
| Bommer Brothers:                         |        |
| Bommer Spring Hinges.....                | 40%    |
| Bommer B. B. Floor Hinges.....           | 40%    |
| Bardale's Patent Checking.....           | 35%    |
| Chicago Spring Butt Co.:                 |        |
| Chicago Spring Butts.....                | 25%    |
| Triple End Spring Butts.....             | 50%    |
| Chicago Ball Bearing Floor Hinge.....    | 50%    |
| Garden City Fire Engine House Hinge..... | 25%    |
| Chicago Saloon Door Hinge.....           | 25%    |
| Columbian:                               |        |
| Steel Hinges.....                        | 60&10% |
| Floor Hinges.....                        | 65&10% |
| American.....                            | 30%    |
| Gem.....                                 | 30%    |
| Oxford.....                              | 30%    |
| Acme, Steel.....                         | 25%    |
| " Brass.....                             | 25%    |
| Niles Mfg. Co.....                       | 30&10% |
| Superior:                                |        |
| Floor Hinges.....                        | 33%    |

## GATE HINGES—

|                                      |        |
|--------------------------------------|--------|
| Clark's, Nos. 1, 2, 3.....           | 60&10% |
| N. E., 7 doz., \$7.50.....           | 60%    |
| N. E. Evergreen, 7 doz., \$5.50..... | 60%    |
| N. V. State, 7 doz., \$4.50.....     | 60%    |
| Western, 7 doz., \$4.30.....         | 60%    |

## BLIND HINGES—

|                                                                           |                      |
|---------------------------------------------------------------------------|----------------------|
| Parker.....                                                               | 70&10% 70&10% 10&10% |
| Sargent's, Nos. 1, 2, 5, 11, 13.....                                      | 75%                  |
| W. H. Co's., No. 2 Mortise Hinges.....                                    | 60%                  |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.20 7 doz. sets..... | 30&10%               |

## Hitching Cords

|                     |        |
|---------------------|--------|
| Covert Mfg. Co..... | 45%    |
| Hitchers Stall..... | 30&25% |

## Hollow Ware

## ENAMELED—

|                              |        |
|------------------------------|--------|
| Agate Nickel Steel Ware..... | 60%    |
| "Sever Break" Steel:         |        |
| Spiders, Griddles, &c.....   | 65&10% |
| Maslin Kettles, &c.....      | 60%    |
| " Porcelain.....             | 60%    |

## STOVE HOLLOW WARE—

|                                |           |
|--------------------------------|-----------|
| Blacklock:                     |           |
| Ground.....                    | 50&50&10% |
| Plain or Unground.....         | 60&60&10% |
| Country Ware 700 lbs. net..... | \$3.00    |
| Enameled Ware.....             | 55&10&50% |

## WHITE ENAMELED WARE—

|                                   |           |
|-----------------------------------|-----------|
| Maslin Kettles.....               | 65&65&10% |
| Tinned Boilers and Saucepans..... | 60&10%    |
| Enameled.....                     | 45&10%    |

## GLUE POTS—

|               |        |
|---------------|--------|
| Tinned.....   | 30&10% |
| Enameled..... | 35&10% |

## Hooks

## BUSH—

|                           |        |
|---------------------------|--------|
| Jennings & Griffin's..... | 35&45% |
| Wadsworth's.....          | 55&10% |

## CAST IRON—

|                                   |                   |
|-----------------------------------|-------------------|
| Ceiling, Sargent's list.....      | 50&10% 60%        |
| Chandelier.....                   | 60&60&10%         |
| Clothes Line, Sargent's list..... | 50&10&10%         |
| Coat and Hat, Sargent's list..... | 50&10% 60%        |
| Coat and Hat, Sargent's list..... | 70%               |
| Harness, Sargent's list.....      | 60&60&10%         |
| Lamp.....                         | 60&60&10%         |
| Picture.....                      | 50&10%            |
| Screw Hat.....                    | 60&10% 70%        |
| Wardrobe.....                     | 60&10% 60&10% 10% |

## WROUGHT IRON AND STEEL—

|                                 |                    |
|---------------------------------|--------------------|
| Cotton, 7 doz.....              | \$1.25             |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

## MEAT—

|                 |     |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

## WIRE—

|                                    |            |
|------------------------------------|------------|
| Atlas, new list, single cases..... | 80%        |
| Atlas, Metal Clasp.....            | 75&75&10%  |
| Wire Coat and Hat, Acme.....       | 60&10%     |
| Wire Coat and Hat, Gem.....        | 70&10% 75% |
| Wire Ceiling, Gem.....             | 70&10% 75% |

## MISCELLANEOUS—

|                                    |           |
|------------------------------------|-----------|
| Belt.....                          | 80%       |
| Covert Mfg. Co.:                   |           |
| Safety Gate and Scuttle Hooks..... | 35&45%    |
| Grass, Wadsworth's.....            | 60%       |
| Cronk's, Grass, 7 doz.....         | \$2.75    |
| Hooks and Eyes, Brass.....         | 60&10%    |
| Hooks and Eyes, Mail Iron.....     | 70&10%    |
| Cotton, box and hay.....           | 60&10&10% |

## Horse Clippers

See Clippers.

## Horse Nails

|                               |                                 |
|-------------------------------|---------------------------------|
| Nos.....                      | 6 7 8 9 10                      |
| A. C.....                     | 25c 25c 25c 21c 21c 40&5%       |
| American, all sizes, net..... | 35%                             |
| Nos.....                      | 6 7 8 9 10                      |
| Anchor and New Haven.....     | 12c. net for all sizes 5 to 10. |
| Nos.....                      | 6 7 8 9 10                      |
| Amiable.....                  | 25c 25c 25c 25c 25c 50&10%      |
| Capwell.....                  | 18c 18c 17c 18c 18c 10&5%       |
| Chaplain.....                 | 25c 25c 25c 25c 25c 40&10% 50%  |
| Livingston.....               | 10%                             |
| Northwestern.....             | 25c 25c 25c 21c 20c 25&25&5%    |
| Putnam.....                   | 25c 21c 20c 19c 18c 55&5%       |
| New Putnam.....               | 18c 18c 17c 18c 18c 10&10%      |
| Vulcan.....                   | 25c 21c 20c 19c 18c 25&10%      |

## Horse, Mule, &amp;c., Shoes

|                         |        |
|-------------------------|--------|
| F. O. B. Pittsburgh:    |        |
| Iron, peg.....          | \$4.10 |
| Steel.....              | 8.35   |
| Burden's all sizes..... | 8.30   |

## Horse Ties

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton.....      | 45% |
| Hemp.....        | 45% |
| Rial.....        | 35% |
| Jute.....        | 40% |

## Hose, Rubber

|                                |        |
|--------------------------------|--------|
| Boston Belting Co.:            |        |
| "Boston".....                  | 50%    |
| Niagara.....                   | 60%    |
| N. J. Car Spring & Rubber Co.: |        |
| Extra Para.....                | 40&10% |
| Reliable.....                  | 50&10% |
| Staple.....                    | 60&10% |
| Standard.....                  | 70&10% |

## Ice Awns, Chippers &amp;c

|                                 |            |
|---------------------------------|------------|
| Copeland Ice Pick, 7 gross..... | \$9.00 net |
| Crown.....                      | net        |
| Gem Ice Shave.....              | net        |
| Sargent's Ice Awns.....         | 55%        |
| Snell's.....                    | 55%        |
| Star.....                       | net        |

## Ice Cream Freezers

See Freezers, Ice Cream.

## Ice Shredders

|                             |                              |
|-----------------------------|------------------------------|
| Enterprise.....             | No. 22, 7 doz. \$5.00 25&30% |
| No. 24, 7 doz. 15.00 25&30% |                              |

## Jack Chain

See Chain.

## Jacks

See Wagon Jacks.

## Jack Screws

See Screws.

## Kettles

|                        |        |
|------------------------|--------|
| Span brass, plain..... | 30&25% |
|------------------------|--------|

## Knives

|                                    |        |
|------------------------------------|--------|
| Kimball's:                         |        |
| Bread Knives, 7 doz. \$1.50.....   | 30%    |
| Butcher Knives.....                | 25%    |
| Shoe Knives.....                   | 25%    |
| Cronk's Chopping, net 7 doz.....   | \$1.50 |
| Foster Bros., butcher, &c.....     | 30%    |
| Table and Pocket, see Cutlery..... |        |
| Wilson's Butcher Knives.....       | net    |

## Knives, Hay and Straw

|                |        |
|----------------|--------|
| Wadsworth..... | 40&10% |
|----------------|--------|

## Knife Sharpeners

|                                            |        |
|--------------------------------------------|--------|
| Pike's:                                    |        |
| Nat. Grit Carving Knife Hones 7 doz.....   | \$2.00 |
| Solid Stone Carving Knife Hones 7 doz..... | \$2.50 |
| Quick Edge Pocket Knife Hones 7 doz.....   | \$3.00 |
| Mounted Kitchen Sandstone 7 doz.....       | \$1.50 |

## Knobs

|                                              |               |
|----------------------------------------------|---------------|
| Bardale's wood, door, shutter and base.....  | 10&15%        |
| Base, rubber tip, 3/4 in. bead, 7 gross..... | \$1.15&\$1.25 |
| Door Mineral.....                            | 65&70%        |
| Door Por. Jap'd.....                         | 70&75%        |
| Door Por. Nickel.....                        | \$3.10&\$2.20 |

## Lanterns

|                                     |        |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40&10% |
|-------------------------------------|--------|

## Latches

|                             |        |
|-----------------------------|--------|
| Cronk's barn door, net..... | \$2.00 |
| Lane's Barn Door.....       | 40&10% |

## Lawn Mowers

|                                             |        |
|---------------------------------------------|--------|
| Genuine Philadelphia Hand Mowers:           |        |
| Style A (all steel) 10 in. wheel.....       | 60&10% |
| Style E, Rear cut, 10 in. wheel.....        | 70&10% |
| Styles K, C, M, S, T.....                   | 70&10% |
| Drexels and Gold Coins.....                 | 40%    |
| Deweys.....                                 | 50%    |
| "All Day" and "New" Mowers net prices.....  |        |
| Genuine Philadelphia Horse and Pony Mowers: |        |
| 35 in. Wrought frame Philadelphia.....      | 30%    |
| 30 and 35 in. Phila. D. P. & S. & S.....    | 40%    |
| Eagle 30, 35 & 40 in. S. & S.....           | 30%    |
| IXL 30, 35 & 40 in. S. & S.....             | 50%    |
| 25 & 30 in. 2 man or pony.....              | 50%    |

## Lawn Sprinklers

|                              |                             |
|------------------------------|-----------------------------|
| Enterprise.....              | 25&30%                      |
| Philadelphia Lawn Sprinkler: |                             |
| Nos.....                     | 1 2 3                       |
| Per Dozen.....               | \$12.00 \$15.00 \$30.00 30% |
| Kohler's:                    |                             |
| Daisy, net, 7 doz.....       | \$7.50                      |
| Little Giant.....            | 6.00                        |
| Rainmaker.....               | 4.30                        |
| Dew Drop.....                | 1.30                        |

## Leads

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton.....      | 45% |
| Hemp.....        | 45% |
| Jute.....        | 45% |
| Sisal.....       | 35% |

## Lemon Squeezers

|                                                                    |          |
|--------------------------------------------------------------------|----------|
| Berger Bros., 7 doz., 8 in., \$1.00; 10 in., \$1.40 30%            |          |
| Hotchkiss, Straight Flush, 7 doz.....                              | \$9.50   |
| Little Giant.....                                                  | 60&60&5% |
| Porc. lined, Iron, 7 doz.....                                      | \$1.75   |
| Porc. lined, Wood, 7 doz.....                                      | \$1.35   |
| Wood, common, 7 doz., No. 0, \$5.25 @ \$5.50; No. 1, \$3.25&\$3.50 |          |

## Levels

|                             |        |
|-----------------------------|--------|
| C. E. Jennings & Co's.....  | 25&10% |
| Iron Bench, new design..... | 25&10% |

## Lifters

See Transom Lifters.

## Lines

|                                                                                    |                      |
|------------------------------------------------------------------------------------|----------------------|
| Cotton and Linen Fish.....                                                         | 40%                  |
| Cotton Chalk, 30 feet.....                                                         | 40&10%               |
| Cotton Trot.....                                                                   | 30%                  |
| Samson Cot., Nos. 4, \$2.90; 4 1/2, \$3.75.....                                    | 30%                  |
| Silver Lake braided, 7 gross, Nos. 0, \$6.00; 1, \$5.50; 2, \$7.00; 3, \$7.50..... | 30%                  |
| Wire Clothes:                                                                      |                      |
| 15 19 20                                                                           |                      |
| 100 feet.....                                                                      | \$2.25 \$3.00 \$1.75 |
| 75 feet.....                                                                       | 1.20 1.25 1.15       |

## Locks

|                           |     |
|---------------------------|-----|
| DOOR LOCKS, LATCHES, & C— |     |
| Lockwood Mfg. Co.....     | 40% |
| R. & E. Mfg. Co.....      | 10% |
| Reading Hardware Co.....  | 40% |
| Sargent & Co.....         | 40% |

## CABINET—

|                    |     |
|--------------------|-----|
| Eagle Lock Co..... | 35% |
| Corbin.....        | 35% |
| Yale.....          | 35% |

## PADLOCKS—

|                                               |        |
|-----------------------------------------------|--------|
| Acme bicycle and satchel, 7 doz., \$9.00..... | 40%    |
| Ames Sword Co.....                            | 40&45% |
| Champion.....                                 | 40%    |
| Each.....                                     | 40%    |
| Smith & Egge bicycle.....                     | 50%    |
| Wrought steel and brass.....                  | 75&10% |
| Yale Lock Co.....                             | net    |

## TRUNK—

|               |     |
|---------------|-----|
| Corbin's..... | 40% |
| Eagle.....    | 40% |

## Machine Bolts

See Bolts.

## Mail Boxes

See Boxes, Mail.

## Mallets

|                                         |        |
|-----------------------------------------|--------|
| Hickory.....                            | 45&55% |
| Lignumvitae.....                        | 45&55% |
| Bliss.....                              |        |
| Carpenters, Tinnerns, Box, Carvers..... | 35%    |

## Maslin Kettles

See Hollow Ware.

## Mattocks

|                                |               |
|--------------------------------|---------------|
| Cronk's Garden, net 7 doz..... | No. 2, \$2.50 |
| No. 8, \$6.40.....             |               |
| Regular Goods.....             | 70&60&70&10%  |

## Meat and Food Cutters

|                                |                               |
|--------------------------------|-------------------------------|
| American.....                  | 80%                           |
| Nos.....                       | 2 3 4 5 6                     |
| Each.....                      | \$5 \$7 \$10 \$25 \$50 \$60   |
| Dixon's, 7 doz.....            | 30&10% 40&10%                 |
| Nos.....                       | 1 2 3 4                       |
| Each.....                      | \$14 \$17 \$19 \$30           |
| Enterprise.....                | 25&25&7 1/2%                  |
| Nos.....                       | 5 10 12 20 22 32              |
| Each.....                      | \$2 \$3 \$3.75 \$6 \$4.50 \$6 |
| Little Giant.....              | 40&60%                        |
| Nos.....                       | 305 310 312 320 322           |
| Each.....                      | \$35 \$48 \$44 \$72 \$68      |
| Woodruff's, 7 doz.....         | 30&30&5%                      |
| Nos.....                       | 100 150                       |
| Each.....                      | \$15 \$18                     |
| Beef Shavers (Enterprise)..... | 25&30%                        |

## Meat Juice Extractors

|                 |        |
|-----------------|--------|
| Enterprise..... | 25&30% |
|-----------------|--------|

## Metals, Anti-Friction

|                                   |      |
|-----------------------------------|------|
| Magnolia Metal Co.:               |      |
| Defender.....                     | 7 Lb |
| Kosmic.....                       | 30c  |
| Magnolia, Anti-Friction.....      | 15c  |
| Mytic.....                        | 15c  |
| f. o. b. New York or Chicago..... |      |

## Melting Ladles

|                                      |           |
|--------------------------------------|-----------|
| Monroe's Patent, 7 doz., \$4.00..... | 40%       |
| Sargent's.....                       | 60&60&10% |

## Mitre Boxes

|                                |     |
|--------------------------------|-----|
| C. E. Jennings & Co.....       | 30% |
| Seeley's, 8 in. 2, \$20.....   | 40% |
| Stanley Rule and Level Co..... | 30% |
| Nos. 240 to 400.....           | 30% |
| Nos. 50 and 60.....            | 35% |

## Mop Wringers

|                     |                |
|---------------------|----------------|
| No. 1 Reliance..... | 7 Doz. \$12.00 |
| No. 2 Reliance..... | 16.00          |

## Motors

## COFFEE MILL—

|                                  |        |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$5.00 |
|----------------------------------|--------|

## Nails

See Review of the Markets for Quotations. Wire nails and brads, Papered Assn list, July, 1899..... 87 1/2 @ 87 1/2 &amp; 2 1/2 %

## PICTURE—

|                                       |        |
|---------------------------------------|--------|
| Niles' Patent.....                    | 40%    |
| Porcelain head, combination list..... | 60&10% |
| Porcelain head, Sargent's list.....   | 60%    |

## Nail Nippers

|                                   |         |
|-----------------------------------|---------|
| "Gem," 7 gross lots, 7 gross..... | \$21.00 |
| " less quantity, 7 dozen.....     | 2.00    |

## Nail Pullers

|                                                                        |            |
|------------------------------------------------------------------------|------------|
| Ajax, 5 lbs., 7 dozen, net.....                                        | \$7.50     |
| Black Hawk, 7 dozen.....                                               | 2.00       |
| Cyclops.....                                                           | 40&10% 50% |
| Cronk's, 7 dozen, net.....                                             | \$12.00    |
| Eureka, No. 74, 7 doz., net.....                                       | \$2.50     |
| Eureka, No. 75, 7 doz., net.....                                       | \$3.00     |
| Giant, No. 1, 7 doz., \$18.00; No. 1 1/2, \$18.50; No. 2, \$15.00..... | 30&5%      |
| Lightning, 7 doz., list.....                                           | 20%        |
| Morrill's No. 1, 7 doz.....                                            | \$20.00    |
| National, 7 doz.....                                                   | \$24.00    |
| Pelican, 7 doz., \$9.00.....                                           | 40&40&10%  |
| Rollis Hardware Co., No. 1, \$18.00.....                               | 50&10%     |

## Nail Sets

|                                 |           |
|---------------------------------|-----------|
| Hunter, Cup Point, knurled..... | 7 Gro     |
| Hunter, Cup Point, plain.....   | 10.00     |
| Octagon.....                    | 4.00&4.75 |
| Round, assorted.....            | 3.00&3.25 |
| Square.....                     | 4.00&4.25 |
| Snell's:                        |           |
| Corrugated, 7 gro.....          | 25        |
| Knurled.....                    | 60&70%    |

## Nippers

|                         |     |
|-------------------------|-----|
| Acme.....               | 50% |
| Netleton Mfg. Co.....   | 50% |
| Reversible Cutting..... | 40% |
| Smith's cutting.....    | 50% |
| Todd's cutting.....     | 50% |

## Nut Crackers

|                                   |       |
|-----------------------------------|-------|
| Acme, Japanned, \$20.00.....      | 7 Gro |
| Acme, Nickel Plated, \$20.00..... | 35%   |

## Nuts

|                                    |                 |
|------------------------------------|-----------------|
| <b>Cold Punched:</b>               |                 |
| Mfrs. or U. S. Standard.           | <b>Off List</b> |
| Square, blank.....                 | <b>\$4.80</b>   |
| Hexagon, blank.....                | <b>5.10</b>     |
| Square, blank, C. T. & R.....      | <b>5.10</b>     |
| Hexagon, blank, C. T. & R.....     | <b>5.70</b>     |
| <b>Hot Pressed:</b>                |                 |
| Mfrs. U. S. or Nar. Gauge Standard |                 |
| Square, blank.....                 | <b>5.00</b>     |
| Hexagon, blank.....                | <b>5.40</b>     |
| Square, tapped.....                | <b>4.70</b>     |
| Hexagon, tapped.....               | <b>5.10</b>     |



## IRON PLANES—

|                            |           |
|----------------------------|-----------|
| J. E. Jennings & Co., Iron | 50¢10¢    |
| Sargent's                  | 60¢10¢10¢ |
| Standard Tool Co.          | 50¢10¢10¢ |
| Stanley Rule & Level Co.   |           |
| Bailey's                   | 85¢       |
| Miscellaneous              | 50¢10¢    |

## PLANE IRONS—

|                      |           |
|----------------------|-----------|
| Buck Bros.           | 80¢       |
| C. E. Jennings & Co. | 16¢10¢    |
| Stanley R. & L. Co.  | 35¢       |
| L. & J. White        | 30¢10¢35¢ |

## Pliers and Nippers

|              |           |
|--------------|-----------|
| Acme Nippers | 50¢10¢    |
| Button       | 75¢10¢10¢ |

|                                               |                 |
|-----------------------------------------------|-----------------|
| Cronk & Carrier Mfg. Co.                      | 75¢10¢95¢       |
| American Button                               |                 |
| Cronk's                                       | 60¢             |
| Stub's Pattern                                | 45¢             |
| Combination and others                        | 35¢15           |
| Heller's Farriers' Nippers, Pincers and Tools | 40¢10¢40¢10¢15¢ |
| The Western Mfg. Co. Reversible               |                 |
| Cutting Nippers                               | 40¢             |
| P. S. & W. Tinner's Cutting Nippers           | 40¢             |
| Utica Drop Forge & Tool Co.                   |                 |
| Pliers and Nippers, all kinds                 | 40¢             |

## Plow Bolts

|            |  |
|------------|--|
| See Bolts. |  |
|------------|--|

## Plumb Bobs

|                     |       |
|---------------------|-------|
| Keuffel & Esser Co. | 35¢15 |
|---------------------|-------|

## Plumbs and Levels

|                                      |           |
|--------------------------------------|-----------|
| Davis'                               |           |
| Inclinometers                        | 20¢       |
| Iron Levels                          | 25¢10¢    |
| Diamond's Plumbs and Levels          | 60¢10¢    |
| Diamond's Pocket Levels              | 60¢10¢    |
| C. E. Jennings & Co.'s Iron, Adjust. | 35¢15     |
| C. E. Jennings & Co.'s Iron, Adjust. | 40¢10¢15¢ |
| Stanley R. & L. Co.                  | 40¢       |
| Stanley's Duplex                     | 35¢       |
| Woods' Extension                     | 35¢15     |

## Poachers

|                   |  |
|-------------------|--|
| See Egg Poachers. |  |
|-------------------|--|

## Police Goods

|              |     |
|--------------|-----|
| Tower & Lyon | 25¢ |
|--------------|-----|

## Polish Metal

|                                       |      |
|---------------------------------------|------|
| Prestoline Liquid, new list           | 40¢  |
| Prestoline Paste                      | 40¢  |
| George William Hoffman                |      |
| U. S. Metal Polish Paste, 8 oz. boxes | 50¢  |
| 1 lb. gross                           | 45¢  |
| 1 lb. gross boxes, 1 dozen            | 1.25 |
| 1 lb. gross boxes, 1 dozen            | 1.25 |
| U. S. Liquid, 8 oz. cans, 1 dozen     | 1.25 |
| 1 lb. gross                           | 1.25 |
| Barkeeper's Friend Metal Polish       | 1.75 |
| 1 lb. gross                           | 1.80 |

## Polish, Stove

|                                           |      |
|-------------------------------------------|------|
| Black Eagle benzine paste, 5 lb. cans     | 10¢  |
| Black Eagle, liquid, 10 oz. cans          | 75¢  |
| Black Eagle, 1 lb. cans, 1 gross          | 9.00 |
| Black Kid paste, 5 lb. cans, each         | 65¢  |
| Ladd's Black Beauty, 1 gross, \$10.00     | 50¢  |
| Joseph Dixon's, 1 gross, \$5.75           | 10¢  |
| Dixon's Plumbago, 1 lb.                   | 2.50 |
| Freemore, 1 gross                         | 10¢  |
| Gem, 1 gross, \$4.50                      | 10¢  |
| Japanese, 1 gross                         | 8.50 |
| Jet black, per gross                      | 8.50 |
| Jetless iron enamel, 10 oz. cans, 1 gross | 1.50 |
| Wynn's                                    |      |
| Black silk, 5 lb. pail, each              | 70¢  |
| Black silk, 1 lb. box, 1 gross            | 1.00 |
| Black silk, 5 oz. box, 1 gross            | 75¢  |
| Black silk, 1/2 pail liquid, 1 gross      | 1.00 |

## Poppers, Corn

|        |           |       |       |
|--------|-----------|-------|-------|
| Square | 1 qt.     | 1 Doz | 1 Gro |
|        | 1 1/2 qt. |       | 10.00 |
|        | 2 qt.     |       | 12.00 |

## Post Hole Diggers

|                                   |               |         |
|-----------------------------------|---------------|---------|
| Avery's "Never-break" 1/2 doz.    | \$24.00       | 60¢     |
| Diamond's Samson Digger, 1/2 doz. | \$24.00       | 25¢     |
| Kohler's                          |               |         |
| Little Giant                      | 1/2 doz., net | \$12.00 |
| Hercules                          | "             | 10.00   |
| Invincible                        | "             | 9.00    |
| Pioneer                           | "             | 7.50    |
| Universal                         | "             | 14.00   |
| New Champion                      | "             | 8.00    |
| Rival                             | "             | 8.00    |
| Ryan's                            | 1/2 doz., net | \$30.00 |
| Iwan's                            | 1/2 doz., net | \$10.00 |
| Split handle                      | 1/2 doz., net | \$7.25  |
| Perfection                        | "             | 8.25    |
| Rockford Tack & Nail Co.          |               |         |
| Rockford                          | 1/2 doz., net | \$5.50  |
| Atlas pattern                     | "             | 7.50    |

## Post Hole Augers

|                        |        |
|------------------------|--------|
| Iwan's Patent improved | 40¢15¢ |
| Vanhan's, 4 to 9 in.   | 6.00   |

## Potato Hooks, Etc

|                |           |
|----------------|-----------|
| Hoe Down Hooks | 75¢10¢10¢ |
| Hop Hooks      | 60¢10¢35¢ |
| Potato Hooks   | 70¢       |

## Powder

|                 |  |
|-----------------|--|
| See Ammunition. |  |
|-----------------|--|

## Presses

|                              |  |
|------------------------------|--|
| See Fruit and Jelly Presses. |  |
|------------------------------|--|

## Primers

|                 |  |
|-----------------|--|
| See Ammunition. |  |
|-----------------|--|

## Pruning Hooks and Shears

|                                                   |         |
|---------------------------------------------------|---------|
| Cronk's Pruning Shears, all styles                | 35¢15   |
| Diamond's Combined Pruning Hook and Saw, 1/2 doz. | \$18.00 |
| Diamond's Pruning Hook, 1/2 doz.                  | \$12.00 |
| Smith's                                           |         |
| Pruning Shears                                    | 60¢10¢  |
| Rockdale Pruners                                  | 35¢15   |
| Standard Tree Pruners                             | 75¢     |
| M. M. Lee & Co.'s Pruning Tools                   | 40¢     |
| P. R. & W. Co.'s Shears                           | 35¢15   |
| Waters' Tree Pruners                              | 75¢10¢  |
| Wilkinson's Shear & Cutting Co.                   | 60¢10¢  |
| Hedge                                             | 60¢10¢  |
| Lawn and border                                   | 60¢10¢  |

## Pulleys

|         |           |
|---------|-----------|
| Awhing  | 60¢10¢10¢ |
| Axle    | 50¢10¢10¢ |
| Brass   | 45¢10¢    |
| Celling | 60¢10¢10¢ |

## Clothes line, Japanned

|                                       |           |
|---------------------------------------|-----------|
| Common Sense                          | 60¢       |
| Dumb Walter                           | 60¢10¢10¢ |
| Empire Sash Pulley                    | 60¢       |
| Fox, all steel                        | 60¢       |
| "Grand Rapids," all steel             | 50¢       |
| Hay Fork, swivel eye, 1/2 doz., 4 in. | \$3.75    |
| 6 in.                                 | \$5.00    |
| Hay Fork, Harts, 1/2 in., 1/2 doz.    | \$5.00    |

|                                      |                 |
|--------------------------------------|-----------------|
| Hay Fork, 5 in., solid, \$5.70       | 60¢10¢          |
| Hot House                            | 60¢10¢10¢10¢10¢ |
| Stowell's Anti-Friction, 5 in. wheel | 40¢             |
| 1/2 doz., \$12.00                    | 40¢             |
| Slide, Anti-Friction                 | 60¢             |
| Shade rack                           | 45¢             |
| Upright                              | 60¢10¢10¢10¢10¢ |

## Pumps

|                                                   |           |
|---------------------------------------------------|-----------|
| Cistern, best grades                              | 60¢       |
| Pitcher Spout, best grades                        | 75¢10¢75¢ |
| Power Pump, Myers                                 | 60¢       |
| Spray Pumps, Myers                                | 60¢10¢    |
| Spray Pumps, Kohler's                             |           |
| Daisy, net 1/2 doz.                               | \$ 7.50   |
| Mechanical, net 1/2 doz.                          | 7.50      |
| F. E. Myers & Bro., low list                      |           |
| No. 1, Fig. 223, 3 in. Shallow Well Pump          | 13.00     |
| No. 5, Fig. 223, 3 1/2 in. Shallow Well Pump      | 15.00     |
| No. 5, Fig. 307, 3 in. Deep Well Pump             | 15.00     |
| No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well Pump     | 17.00     |
| No. 14, Fig. 321, 3 in. Deep or Shallow Well Pump | 15.00     |
| No. 22, Fig. 323, 3 in. Deep Well Pump            | 17.00     |
| No. 54, Fig. 331, 3 in. Shallow Well Pump         | 14.00     |
| No. 55, Fig. 333, 3 1/2 in. Shallow Well Pump     | 17.00     |
| No. 70, Fig. 333, 3 1/2 in. Deep Well Pump        | 15.00     |
| No. 73, Fig. 333, 3 in. Deep Well Pump            | 15.00     |
| No. 102, Fig. 448, 3 in. Lift Pump                | 9.00      |
| No. 108, Fig. 448, 3 1/2 in. Lift Pump            | 11.00     |
| No. 128, Fig. 510, 3 in. Lift Pump                | 7.00      |
| No. 131, Fig. 510, 3 1/2 in. Lift Pump            | 8.50      |
| No. 225, Fig. 389, Windmill Pump                  | 12.50     |
| No. 235, Fig. 408, Windmill Pump                  | 16.00     |
| No. 240, Fig. 408, Regulator Pump                 | 23.00     |
| No. 302, Fig. 477, Spray Pump, complete           | 11.50     |
| No. 320, Fig. 547, Knapsack Spray Pump            | 10.00     |
| Discount 50% f. o. b. Ashland                     |           |
| No. 268, Fig. 513, Low Down Tank Force Pump, net  | 5.00      |
| No. 280, Fig. 492, Bucket Spray Pump, net         | 2.00      |

## Punches

|                          |           |
|--------------------------|-----------|
| Bemis & Call Co.'s       |           |
| Cast Steel Drive         | 50¢       |
| Morrill's                | 50¢       |
| Niagara Hollow           | 40¢       |
| Niagara Solid            | 55¢10¢    |
| Saddlers' or Drive, good | 60¢10¢10¢ |
| Snells' Tinner's         | 40¢15¢    |

## Rail

|                                                 |                  |
|-------------------------------------------------|------------------|
| Barn Door, Light, Inches                        | 1/2 1/2 1/2      |
| 100 feet                                        | \$1.40 1.35 1.30 |
| Barn Door, "None Better" No. 1, 7 ft.           | 55¢              |
| Barn Door, "None Better" No. 2, 7 ft.           | 40¢              |
| B. D. for N. E. Hangers                         |                  |
| Angular, 7 ft., 6c                              | 70¢              |
| Double Flange, 7 ft., 8c                        | 70¢              |
| Cronk's                                         | 70¢              |
| O. N. T. style, No. 18                          | 3c               |
| Double braced, No. 10                           | 5 1/2c           |
| Lane's                                          |                  |
| O. N. T. 1 in., 100 ft., net                    | \$3.00           |
| O. N. T. 1 1/2 in., net                         | 3.50             |
| O. N. T. 1 1/2 in., net                         | 4.00             |
| Hinge Hanger, 1 in., 100 ft.                    | 3.50             |
| 1 1/2 in.                                       | 3.25             |
| Stowell's Wrought steel                         | 25¢              |
| Sliding Door, Bronzed Wrought Iron              | 5 1/2c           |
| Sliding Door, Steel, Brass Plated, 7 ft. 5 1/2c | 5 1/2c           |
| Sliding Door, Wrought brass, 1 1/2 in 1 lb.     | 35¢              |
| 80c                                             | 25¢10¢           |
| Victor Track Rail, 7c 7 ft.                     | 60¢10¢10¢15¢     |

## Rakes, Etc

|                      |                        |
|----------------------|------------------------|
| Cronk's              |                        |
| Malleable            | 70¢10¢                 |
| New Champion         | \$3.75, 4.00, 4.25 net |
| Victor               | \$3.00, 3.25, 3.50 net |
| Anti-Clog Lawn       | \$4.00 net             |
| Never Break Garden   | 75¢10¢                 |
| Queen City Lawn      | 40¢                    |
| Kohler's             |                        |
| Lawn Queen, 20       | \$3.15                 |
| 34                   | 3.25                   |
| Jumbo Lawn, 36       | 5.40                   |
| Paragon (wood head)  | 2.50                   |
| Steel Garden, 10 ft. | 2.00                   |
| " 12 ft.             | 2.10                   |
| " 14 ft.             | 2.25                   |
| " 16 ft.             | 2.40                   |

## Rasps, Horse

|                          |           |
|--------------------------|-----------|
| Diamond's                | 75¢       |
| New Nicholson Horse Rasp | 70¢10¢75¢ |
| See also Files.          |           |

## Razors

|                                    |          |
|------------------------------------|----------|
| Electric                           | List Net |
| Boracic                            | 60¢      |
| Fox                                | 40¢      |
| J. R. Torrey Razor Co.             | 30¢      |
| Wostenholm & Butcher, \$10.00 to 2 | 10¢      |

## Razor Hones

|                                     |             |
|-------------------------------------|-------------|
| Pike Mfg. Co.                       |             |
| Belgian German and Swaty, all sizes | 50¢         |
| Pike's Melling Assortments          |             |
| Assortment No. 1                    | \$18.00 net |
| No. 2                               | 10.00 net   |

## Registers and Ventilators

|                                      |        |
|--------------------------------------|--------|
| HOT AIR—                             |        |
| New list, July 1, 1907:              |        |
| Black Japanned, White Japanned       |        |
| Bronzed Finishes, Electro-Plated and |        |
| Nickel Plated                        | 66¢15  |
| White Porcelain                      | 80¢    |
| Solid Brass and Bronze Metal         | 40¢10¢ |

## Revolving Chimney Tops

|                |     |
|----------------|-----|
| Iwan's Volcano | 55¢ |
|----------------|-----|

## Rifle Cleaners

|                                    |        |
|------------------------------------|--------|
| Bishops'                           |        |
| Small Bore Rifle Cleaner, 1/2 doz. | \$3.00 |

## Rings

|                         |  |
|-------------------------|--|
| See Bull and Hog Rings. |  |
|-------------------------|--|

## Rivets and Burrs

|                 |        |
|-----------------|--------|
| COPPER—         |        |
| Belt with Burrs | 33¢10¢ |
| Hoe with Burrs  | 33¢10¢ |

## IRON OR STEEL—

|                         |        |
|-------------------------|--------|
| New list, Jan. 8, 1904. |        |
| Tinner's                | 70¢10¢ |
| Miscellaneous           | 70¢10¢ |

## Rivet Sets

|              |     |
|--------------|-----|
| Regular list | 70¢ |
|--------------|-----|

## Rollers, Stay

|             |                     |
|-------------|---------------------|
| Cronk's     |                     |
| No. 1 grade | 50 55 55 60 65      |
| No. 2 grade | 50c 50c 50c 50c 50c |

## Rope

|                         |        |
|-------------------------|--------|
| Cotton Rope             | 1/2 lb |
| Best 1/2 in. and larger | 18¢18¢ |
| Medium                  | 15¢15¢ |
| 1/2 in. and larger      |        |
| Common                  | 10¢10¢ |

## Jute Rope

|             |           |
|-------------|-----------|
| No. 1 grade | 8 1/2¢10¢ |
| No. 2 grade | 8 1/2¢10¢ |

## Manilla Rope

|                     |         |
|---------------------|---------|
| 7-16 in. and larger | 12¢10¢  |
| 1/2 in. and larger  | 14¢     |
| 1/2 in. and larger  | 14¢     |
| 7-16 in. and larger | 9 1/2c  |
| 1/2 in. and larger  | 9 1/2c  |
| 1/2 in. and larger  | 10 1/2c |

## Root Cutters

|        |     |
|--------|-----|
| Lane's | 25¢ |
|--------|-----|

## Rules

|              |                 |
|--------------|-----------------|
| Athol, Steel | 25¢15           |
| Boxwood      | 60¢10¢10¢10¢10¢ |
| Ivory        | 25¢10¢10¢10¢10¢ |

## Keuffel &amp; Esser Co.

|               |        |
|---------------|--------|
| Folding, wood | 25¢10¢ |
| steel         | 25¢10¢ |

## Larkin's

|                          |        |
|--------------------------|--------|
| steel                    | 60¢10¢ |
| Lumber                   | 60¢    |
| Miscellaneous, Stanley's | 60¢    |

## Sad Irons

|                 |     |
|-----------------|-----|
| DOVER ASBESTOS— |     |
| Polishing       | 50¢ |
| Pressing        | 50¢ |
| Laundry         | 45¢ |
| Sleeve          | 50¢ |
| Tourist         | 50¢ |
| Toy             | 50¢ |

## Blacklock

|                                     |        |
|-------------------------------------|--------|
| Plain black in cases, 100 lbs.      | \$3.75 |
| Bronze finished in cases, 100 lbs.  | 3.15   |
| Aluminum finish, in cases, 100 lbs. | 2.50   |
| Full nickel, in cases, 100 lbs.     | 3.75   |

## COLD HANDLED—

|                                     |                |
|-------------------------------------|----------------|
| Enterprise Mfg. Co. of Pa. New List |                |
| See Fuse.                           | 12 1/2¢17 1/2¢ |

## Safety Fuse

|                      |           |
|----------------------|-----------|
| Safety Lifts         |           |
| Burr Mfg. Co., steel | 70¢10¢10¢ |

## Sand and Emery Paper and Cloth

|                       |           |
|-----------------------|-----------|
| Emery cloth           | 50¢10¢    |
| Emery paper           | 50¢10¢10¢ |
| Flint and emery paper | 50¢10¢10¢ |

## Sash Balances

|                   |           |
|-------------------|-----------|
| Caldwell Mfg. Co. | 50¢       |
| Pullman           | 50¢10¢10¢ |
| Victor bronze     | 75¢       |
| Victor steel      | 70¢       |

## Sash Chain

|                   |        |
|-------------------|--------|
| Competition       | 50¢10¢ |
| Giant             | 60¢    |
| Pullman bronze    | 40¢    |
| Pullman cop steel | 60¢10¢ |
| Royal metal       | 60¢    |

## Sash Cord &amp; Weight Fastener

|                  |       |
|------------------|-------|
| Ives             | 35¢15 |
| Titan (Tight-on) | 35¢15 |

## Sash Cord

|                             |            |
|-----------------------------|------------|
| Cable Laid Italian, 1/2 lb. | 10¢15¢     |
| Cable Laid Russia, 1/2 lb.  | 15¢        |
| Common India, 1/2 lb.       | 10¢10¢10¢  |
| Patent Russia, 1/2 lb.      | 15¢        |
| Patent India, 1/2 lb.       | 12 1/2¢13¢ |

## Silver Lake

|                           |     |
|---------------------------|-----|
| A Quality, drab, 1/2 lb.  | 45¢ |
| A Quality, white, 1/2 lb. | 40¢ |
| B Quality, drab, 1/2 lb.  | 40¢ |
| B Quality, white, 1/2 lb. | 35¢ |

## Sash Fasteners

|                    |           |
|--------------------|-----------|
| Pullman.....       | 50¢10¢50¢ |
| Victor bronze..... | 75¢       |



## BENCH, HAND, ETC.—

|                                                      |        |        |
|------------------------------------------------------|--------|--------|
| Bench, iron, 1 in. dos.                              | \$3.50 | \$3.75 |
| 1 1/2 in. dos.                                       | \$3.50 | \$3.75 |
| Bench, wood, bench.                                  | 25     | 25 1/2 |
| Hand, wood.                                          | 25     | 25 1/2 |
| Jack Screws, Miller's Falls, roller bearing.         | 50     | 10 1/2 |
| Jack Screws, Miller's Falls, without roller bearing. | 50     | 10 1/2 |
| Jack Screws, P. S. & W.                              | 50     | 50 1/2 |
| Jack Screws, Sargent's.                              | 70     | 10 1/2 |

## Scroll Saws

|                      |         |        |
|----------------------|---------|--------|
| Cricket.             | 10      | 10 1/2 |
| C. E. Jennings & Co. | 15      | 15 1/2 |
| Lester, complete.    | \$10.00 | 15 1/2 |
| Rogers, complete.    | \$4.00  | 15 1/2 |

## Scythes

|                                                                                                         |     |        |
|---------------------------------------------------------------------------------------------------------|-----|--------|
| Cronk's.                                                                                                | Doz | \$8.00 |
| Wadsworth's.                                                                                            |     |        |
| Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush. | 40  |        |

## Scythe Rifles

|                         |    |  |
|-------------------------|----|--|
| 2-Coat, 7 gro., \$10.00 | 40 |  |
| 4-Coat, 7 gro., \$12.00 | 40 |  |

## Scythe Stones

|                             |            |    |
|-----------------------------|------------|----|
| Pike's Selling Assortments: |            |    |
| Assortment "A"              | \$4.75 net |    |
| "B"                         | \$3.75 net |    |
| No. 1, Indian Pond.         | \$ 7.00    |    |
| No. 2, "                    | 4.50       |    |
| White Mountain.             | 9.00       |    |
| Black Diamond.              | 12.00      |    |
| Lamolle.                    | 11.00      |    |
| Green Mountains.            | 6.00       | 40 |
| Leader Red End.             | 4.50       |    |
| Willoughby Lake.            | 9.00       |    |
| Extra Quinnebog.            | 7.00       |    |
| Pike's Cornerum.            | 18.00      |    |
| Quick Cut Emery.            | 10.00      |    |

## Seeders

|                     |    |        |
|---------------------|----|--------|
| Raisin, Enterprise. | 25 | 20 1/2 |
|---------------------|----|--------|

## Shears

|                                        |    |        |
|----------------------------------------|----|--------|
| Acme (cast).                           | 40 | 40 1/2 |
| Acme, Steel Japanned.                  | 80 | 30 1/2 |
| Acme, Steel Nicked.                    | 70 | 30 1/2 |
| Barnard Lamp Trimmers.                 | 40 |        |
| Carrier Cutter / Co.                   |    |        |
| N. F. Straub & Trimmers.               | 65 | 1/2    |
| N. F. Bent Trimmers.                   | 65 | 1/2    |
| Japanned Straight.                     | 70 | 10 1/2 |
| Japanned Bent.                         | 70 | 10 1/2 |
| Heinrich's.                            |    |        |
| Straight Trimmers, etc.                | 60 | 10 1/2 |
| Tailors' Shears.                       | 40 |        |
| Tinners' Snips.                        | 40 |        |
| Pruning, See Pruning Hooks and Shears. |    |        |
| Seymour's Standard List:               |    |        |
| Japanned.                              | 75 |        |
| Nickel.                                | 80 |        |
| Standard Cutlery Co.                   |    |        |
| Japanned.                              | 70 | 10 1/2 |
| Nickel.                                | 60 | 10 1/2 |
| Star Brand:                            |    |        |
| Nickel Scissors.                       | 60 |        |
| Nickel Shears.                         | 60 |        |
| Japan Shears.                          | 70 |        |
| Tailors' Shears.                       | 50 |        |
| Pruners.                               | 75 |        |
| Tinners' Snips.                        | 10 |        |

## Shears, Hedge

|                       |    |  |
|-----------------------|----|--|
| Wm. Wilkinson & Sons. | 50 |  |
|-----------------------|----|--|

## Sheep Shears

|              |    |        |
|--------------|----|--------|
| Wilkinson's. |    |        |
| 1900 List.   | 80 | 10 1/2 |

## Sheaves

## SLIDING DOOR—

|                          |    |        |
|--------------------------|----|--------|
| Corbin's List.           | 80 | 10 1/2 |
| Hainfield's Pattern.     | 70 | 10 1/2 |
| Stowell's Anti-Friction. | 50 |        |
| Patent Roller.           | 60 | 10 1/2 |

## SLIDING SHUTTER—

|                 |    |  |
|-----------------|----|--|
| Sargent's List. | 70 |  |
|-----------------|----|--|

## Shells

|                 |  |  |
|-----------------|--|--|
| See Ammunition. |  |  |
|-----------------|--|--|

## Ship Tools

|                   |    |  |
|-------------------|----|--|
| L. & I. J. White. | 25 |  |
|-------------------|----|--|

## Shot

|                 |  |  |
|-----------------|--|--|
| See Ammunition. |  |  |
|-----------------|--|--|

## Shovels and Spades

|                                  |    |  |
|----------------------------------|----|--|
| Association List, Nov. 15, 1905. | 40 |  |
| F. E. Kohler Co. net prices.     |    |  |
| Avery Stamping Co.               | 40 |  |

## Snow Shovels

|                  |        |        |
|------------------|--------|--------|
| Long Handles.    | \$2.75 | \$3.00 |
| Black D Handles. | \$2.25 | \$2.50 |

## Shutter Bars

|       |    |  |
|-------|----|--|
| Ives. | 45 |  |
|-------|----|--|

## Shutter Bolts

|                     |  |  |
|---------------------|--|--|
| See Bolts, Shutter. |  |  |
|---------------------|--|--|

## Skate Sharpeners

|         |      |                         |
|---------|------|-------------------------|
| Eureka. | Doz. | \$1.75; 7 gro., \$15.00 |
|---------|------|-------------------------|

## Slaters' Tools

|         |    |  |
|---------|----|--|
| Plumbe. | 80 |  |
|---------|----|--|

## Slaw and Kraut Cutters

|                                                |         |         |
|------------------------------------------------|---------|---------|
| Diston's:                                      |         |         |
| Slaw, vegetable, corn grater, turnip shredder. | 55      |         |
| Kraut cutters, 2x7, 2x8, 30x3.                 | 25      |         |
| Kraut cutters, 2x12, 40x18.                    | 35      |         |
| Tucker & Dorsey:                               |         |         |
| 1 knife, 7 gro.                                | \$15    | \$20.00 |
| 2 knives, 7 gro.                               | \$22.50 | \$30.00 |
| Kraut cutters.                                 | 40      |         |
| Woodrough & McFarlin.                          | 40      |         |

## Sledges and Heavy Hammers

|              |  |  |
|--------------|--|--|
| See Hammers. |  |  |
|--------------|--|--|

## Slicers

|                        |    |  |
|------------------------|----|--|
| Vegetable, Enterprise. | 25 |  |
|------------------------|----|--|

## Smiths' Bellows

|              |  |  |
|--------------|--|--|
| See Bellows. |  |  |
|--------------|--|--|

## Snaps, Harness, &amp;c

|                   |    |        |
|-------------------|----|--------|
| German, new list. | 40 | 40 1/2 |
| Sargent's.        |    |        |
| Patent Guarded.   | 60 | 1/2    |
| Covered Spring.   | 60 | 1/2    |

## Covert Mfg. Co.

|                                 |    |       |
|---------------------------------|----|-------|
| Covert Breast strap, bkls maps. | 40 |       |
| Yankee Breast strap, bkls maps. | 80 | 2 1/2 |
| Breast strap protector.         | 45 |       |
| Bomb for bits or trace carrier. | 45 |       |
| Trojan snaps.                   | 45 |       |
| High grade snaps.               | 45 |       |
| Jockey snaps.                   | 35 |       |
| Derby snaps.                    | 80 | 2 1/2 |
| Rope snaps.                     | 40 |       |
| Yankee snaps.                   | 80 | 2 1/2 |

## Scythe Snaths

|                    |    |        |
|--------------------|----|--------|
| National Snath Co. | 45 | 50 1/2 |
| Grain cradles.     | 40 | 12 1/2 |

## Spoke Shaves

|                                 |    |        |
|---------------------------------|----|--------|
| Bailey's (Stanley R. & L. Co.). | 50 | 10 1/2 |
| Razor Edge.                     | 35 |        |
| Iron, 7 doz.                    | 50 | 10 1/2 |
| Miller's Falls.                 | 15 | 10 1/2 |
| Seymour Smith & Sons, iron.     | 30 |        |
| Wm. Johnson's:                  |    |        |
| Wood, best.                     | 30 |        |
| Wood, second quality.           | 25 |        |

## Spoons and Forks

## SILVER PLATED FLAT WARE—

|                           |    |        |
|---------------------------|----|--------|
| International Silver Co.: |    |        |
| "1847".                   | 40 | 10 1/2 |
| "Anchor".                 | 60 |        |
| "Eagle".                  | 50 | 10 1/2 |
| "Star".                   | 50 | 10 1/2 |
| Rogers, Smith & Co.       | 50 | 10 1/2 |
| Rogers & Hamilton.        | 40 | 10 1/2 |
| Holmes & Edwards.         | 50 | 10 1/2 |
| German silver, unplated.  | 60 | 60 1/2 |

## KNIVES AND FORKS, No. 12—

|                     |          |        |
|---------------------|----------|--------|
| "1847".             | Doz. Net | \$9.50 |
| "Anchor".           |          | \$5.25 |
| "Eagle".            |          | \$5.25 |
| "Star".             |          | \$5.25 |
| Rogers, Smith & Co. |          | \$5.25 |
| Rogers & Hamilton.  |          | \$5.25 |
| Holmes & Edwards.   |          | \$5.25 |

## Springs

|                   |  |  |
|-------------------|--|--|
| See Door Springs. |  |  |
|-------------------|--|--|

## Spring Balances

|               |  |  |
|---------------|--|--|
| See Balances. |  |  |
|---------------|--|--|

## Spring Hinges

|             |  |  |
|-------------|--|--|
| See Hinges. |  |  |
|-------------|--|--|

## Squares

|                                           |        |        |
|-------------------------------------------|--------|--------|
| Diston's Try square & T bevels, new list. | 67 1/2 |        |
| Try square and T bevel.                   | 60     | 10 1/2 |
| Winterbottom's Try and Mitre:             |        |        |
| Iron Handle.                              | 35     |        |
| Wood Handle.                              | 35     |        |
| Nickel-plated, new list, Jan. 5, '00.     | 70     | 7 1/2  |
| Steel and iron.                           | 70     | 7 1/2  |

## Staples

|                                        |       |       |
|----------------------------------------|-------|-------|
| Barbed blind, 1/2, 3/4, & 1 in., 7 lb. | 6     | 5 1/2 |
| Poultry Netting.                       | 3 1/2 | 5 1/2 |

## FENCE—

|                                            |  |  |
|--------------------------------------------|--|--|
| Same price as Barb Wire, see trade report. |  |  |
|--------------------------------------------|--|--|

## Stay Rollers

|                             |        |  |
|-----------------------------|--------|--|
| Cronk's, No. 50, net 7 doz. | \$1.00 |  |
| " " " " "                   | 60     |  |
| " " " " "                   | 84     |  |
| " " " " "                   | 84     |  |
| " " " " "                   | 80     |  |
| Lane's, Nos. 1, 2 and 3.    | 40     |  |

## Steels

|                      |    |  |
|----------------------|----|--|
| Chatillon's "Dicks". | 80 |  |
| Foster Bros.         | 80 |  |

## Stocks and Dies

## BICYCLE—

|               |    |        |
|---------------|----|--------|
| Holroyd & Co. | 40 | 10 1/2 |
|---------------|----|--------|

## BLACKSMITHS—

|                                  |    |        |
|----------------------------------|----|--------|
| Butterfield's.                   | 25 | 40 1/2 |
| Gardner.                         | 25 | 40 1/2 |
| Holroyd & Co.                    | 40 | 60 1/2 |
| Holroyd's 1st Adj. screw plates. | 50 |        |
| Reece's new screw plates.        | 25 |        |
| Lightning screw plate.           | 25 |        |

## PIPE MAKERS—

|               |    |        |
|---------------|----|--------|
| Holroyd & Co. | 80 | 80 1/2 |
|---------------|----|--------|

## Stones

|                |  |  |
|----------------|--|--|
| See Oilstones. |  |  |
|----------------|--|--|

## Stops

|                  |  |  |
|------------------|--|--|
| See Bench Stops. |  |  |
|------------------|--|--|

## Store Door Handles

|              |  |  |
|--------------|--|--|
| See Handles. |  |  |
|--------------|--|--|

## Store Ladders

|                   |    |  |
|-------------------|----|--|
| Lane's.           | 10 |  |
| Myers' Noiseless. | 50 |  |

## Stove Bolts

|            |  |  |
|------------|--|--|
| See Bolts. |  |  |
|------------|--|--|

## Stove Polish

|                    |  |  |
|--------------------|--|--|
| See Polish, Stove. |  |  |
|--------------------|--|--|

## Sweepers

|                      |  |  |
|----------------------|--|--|
| See Carpet Sweepers. |  |  |
|----------------------|--|--|

## Tackle Blocks

|             |  |  |
|-------------|--|--|
| See Blocks. |  |  |
|-------------|--|--|

## Tacks, Finishing Nails, &amp;c

|                                 |    |        |
|---------------------------------|----|--------|
| New List, May 1, 1905.          |    |        |
| American Carpet Tacks.          | 90 | 80 1/2 |
| American Cut Tacks.             | 30 | 2 1/2  |
| Swedes Cut Tacks.               | 30 | 2 1/2  |
| Swedes Upholsterers'.           | 30 | 2 1/2  |
| Gimp Tacks.                     | 30 | 2 1/2  |
| Lace Tacks.                     | 30 | 2 1/2  |
| Trimmers' Tacks.                | 30 | 2 1/2  |
| Looking Glass Tacks.            | 45 |        |
| Hill Posters' & Railroad Tacks. | 30 | 2 1/2  |
| Hungarian Nails.                | 80 | 2 1/2  |
| Finishing Nails.                | 70 | 2 1/2  |
| Trunk and Clout Nails.          | 80 |        |

NOTE.—The above prices are for Standard Weights. An extra 1/2 is given on Medium Weights, and an extra 10 1/2 is given on light weights.

## MISCELLANEOUS—

|                          |       |        |
|--------------------------|-------|--------|
| Double Print, in dozens. | 2 1/2 | dozens |
|--------------------------|-------|--------|

## Tack Pullers

|                               |        |        |
|-------------------------------|--------|--------|
| Columbia, No. 1, 7 doz., net. | \$8.00 |        |
| Star steel.                   | 25     | 25 1/2 |
| Little Jack, 7 doz., net.     | 1.00   |        |

## Tapes, Measuring

|                              |    |        |
|------------------------------|----|--------|
| Eddy's:                      |    |        |
| American Asses' skin.        | 40 | 10 1/2 |
| Leather Case.                | 25 | 25 1/2 |
| Star steel.                  | 40 | 40 1/2 |
| Steel.                       | 30 | 55 1/2 |
| Chestermans.                 | 25 | 25 1/2 |
| Keuffel & Esser Co.:         |    |        |
| "Favorite" Ass skin.         | 40 | 10 1/2 |
| "Favorite" Duck & Leather.   | 25 | 55 1/2 |
| Metallic steel, lower list.  | 35 | 35 1/2 |
| Pocket.                      | 35 | 35 1/2 |
| Lufkin's steel and metallic. | 30 | 35 1/2 |

## Tap Borers

|                 |  |  |
|-----------------|--|--|
| See Borer, Tap. |  |  |
|-----------------|--|--|

## Tap

|                        |    |        |
|------------------------|----|--------|
| American Screw Co.:    |    |        |
| Machine screw.         | 70 |        |
| Holroyd & Co's:        |    |        |
| Blacksmiths.           | 60 | 10 1/2 |
| Machine screw.         | 75 | 10 1/2 |
| Machinists' Hand:      |    |        |
| 1-16 to 1 1/2 in. inc. | 65 | 10 1/2 |
| 1 1/2 to 2 in.         | 60 | 10 1/2 |
| 2 1/2 to 3 in. inc.    | 35 | 10 1/2 |
| 3 1/2 to 4 in. inc.    | 30 |        |
| Pipe, 1/2 to 1 1/2 in. | 80 | 20 1/2 |
| Pipe, 2 to 3 in.       | 80 | 15 1/2 |
| Pipe, 3 1/2 and 4 in.  | 60 | 15 1/2 |

## Tap Wrench

|                          |    |  |
|--------------------------|----|--|
| Rollis Hdw. Co., \$5.00. | 50 |  |
|--------------------------|----|--|

## Thumb Latches

|              |  |  |
|--------------|--|--|
| See Handles. |  |  |
|--------------|--|--|

## Ties, Wall and Veneer

|                                  |    |        |
|----------------------------------|----|--------|
| The Metal Stamping Co., Niagara. | 20 | 10 1/2 |
|----------------------------------|----|--------|

## Tinware

|                                           |  |  |
|-------------------------------------------|--|--|
| Stamped, Japanned and Placed, net prices. |  |  |
|-------------------------------------------|--|--|

## Tire Bolts

|            |  |  |
|------------|--|--|
| See Bolts. |  |  |
|------------|--|--|

## Timber Scribes

|                 |    |  |
|-----------------|----|--|
| Bemis & Call's. | 80 |  |
|-----------------|----|--|

## Tobacco Cutters

|                        |    |        |
|------------------------|----|--------|
| National Specialty Co. | 40 |        |
| Enterprise Mfg. Co.    | 25 | 20 1/2 |

## Toilet Clippers

|               |  |  |
|---------------|--|--|
| See Clippers. |  |  |
|---------------|--|--|

## Trace Holders

|                          |     |        |
|--------------------------|-----|--------|
| Fernald's, 7 doz. pairs. | net | \$1.25 |
|--------------------------|-----|--------|

## Trammel Points

|                                 |    |        |
|---------------------------------|----|--------|
| C. E. Jennings & Co., "Eureka". | 25 |        |
| Diston's.                       | 40 | 10 1/2 |
| Sargent's.                      | 40 | 10 1/2 |
| Stanley's.                      | 45 |        |

## Transom Lifters

|                                        |     |        |
|----------------------------------------|-----|--------|
| Payson's solid grip, Nos. 648 and 644. |     |        |
| Payson's.                              | 100 | net.   |
| Balance, Iron list.                    | 70  | 10 1/2 |

## Traps

|          |        |                         |
|----------|--------|-------------------------|
| FLY—     |        |                         |
| Balloon. | 7 doz. | \$1.25, 7 gro., \$12.00 |
| Globe.   | " "    | 1.25, " " 12.00         |
| Harper.  | " "    | 1.40, " " 12.50         |

## GAME—

|                      |             |
|----------------------|-------------|
| Hawley & Norton..... | 60          |
| Newhouse.....        | 45 @ 45 & 5 |
| Victor.....          | 70 & 10     |



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American Fork & Hoe Co., Cleveland, O.
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Champion Safety Lock Co., Geneva, O.
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Geneva Tool Co., Geneva, Ohio
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Fuller Bros. & Co., New York
- Galvanized Ware**  
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Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Garbage Cans**  
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C. M. Kemp Mfg. Co., Baltimore, Md.
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- Gas Ranges**  
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- Grass Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Grinding Machines**  
The Tanite Co., Stroudsburg, Pa.
- Gummers, Saw**  
Henry Dieston & Sons., Phila., Pa.
- Guns**  
Alfred Field & Co., New York  
Harrington & Richardson Co., Worcester, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.  
Trout Hardware Co., Chicago, Ill.
- Hack Saw Blades, Sterling**  
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Hack Saw Frames**  
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Hack Saws (Sterling)**  
Diamond Saw & Stamping Co., Buffalo, N. Y.
- Hack Saws (Universal)**  
West Haven Mfg. Co., New Haven, Conn.
- Hair Felting**  
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Halter Chains**  
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**  
Covert Mfg. Co., Troy, N. Y.
- Hammers**  
Henry Cheney Hammer Co., Little Falls, N. Y.  
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**  
Henry Cheney Hammer Co., Little Falls, New York
- Hand and Foot Power Grinders**  
Royal Mfg. Co., Lancaster, Pa.
- Handles**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Handles, Tool**  
Berger Bros. Co., Philadelphia
- Hangers, Barn Door**  
Cronk & Carrier Mfg. Co., Elmira, McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**  
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**  
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**  
Berger Bros. Co., Philadelphia.  
Walworth Mfg. Co., Boston, Mass.
- Hardware Jobbers**  
Kelley-How-Thomson Co., Deluth, Minn.  
Trout Hardware Co., Chicago, Ill.
- Hardware Mfrs' Agents, Etc.**  
Robert Murray, New York
- Hardware Specialties**  
Enterprise Mfg. Co. of Pa., Phila.  
Alfred Field & Co., New York  
Forsyth Mfg. Co., Buffalo, N. Y.  
H. H. Ives Co., New Haven, Conn.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Robert Murray, New York  
Parker Wire Goods Co., Worcester, Mass.  
Taylor & Boggis Foundry Co., Cleveland, O.
- Harness Dressing**  
Frank Miller Co., New York, N. Y.
- Harness Snaps**  
Covert Mfg. Co., Troy, N. Y.
- Hatchets**  
Peck Edge Tool Co., Cohoes, N. Y.
- Hooks and Staples**  
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**  
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Hay Racks**  
Ohio Structural Iron Co., Sandusky, O.
- Hedge Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Hinges**  
Griffin Mfg. Co., Erie, Pa.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.
- Hinges, Spring**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago
- Hitching Posts**  
Ohio Structural Iron Co., Sandusky, O.
- Hoes**  
American Fork & Hoe Co., Cleveland, O.
- Hoisting Machinery**  
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**  
S. R. Dreescher, New York.  
Alfred Field & Co., New York  
Pike Mfg. Co., Pike, N. H.
- Hook Racks**  
Udell Works, Indianapolis, Ind.
- Hooks**  
Berger Bros. Co., Philadelphia
- Hooks, Folding, For Garments**  
The Clift Co., Cleveland, Ohio.
- Horse and Cattle Ties**  
Covert Mfg. Co., Troy, New York  
Onida Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**  
Am. Shearer Mfg. Co., Nashua, N. H.
- Horse Nails**  
Capwell Horse Nail Co., Hartford, Conn.  
Standard Horse Nail Co., New Brighton, Pa.
- Horse Raps**  
G & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.
- Horse Shears**  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Hose (Fire)**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose (Garden)**  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose Pipe**  
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**  
F. E. Myers & Bro., Ashland, Ohio  
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Household Specialties**  
Forsyth Mfg. Co., Buffalo, N. Y.
- Household Tin Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Ice Balances**  
John Chatillon & Sons, New York  
Pelouze Scale & Mfg. Co., Chicago
- Ice Chisels**  
John Chatillon & Sons, New York
- Ice Cream Freezers**  
North Bros. Mfg. Co., Philadelphia
- Ice Picks**  
John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York
- Ice Tools**  
John Chatillon & Sons, New York  
Erie Specialty Co., Erie, Pa.
- Importers**  
S. Gutterman & Co., Ltd., London and New York.
- Injectors**  
N. A. Watson, Erie, Pa.
- Inclinometers**  
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
- Insect Exterminators**  
Hammond's Slug Shot Works, Flahkill-on-Hudson, N. Y.
- Iron Enamel**  
Nickel Plate Stove Polish Co., Chicago Ill.
- Iron and Steel**  
Harold McCalla, Philadelphia, Pa.
- Iron Works**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Kerosene Furnaces**  
Barthel Blow Lamp Co., Boston, Mass.
- Kitchen Cutlery**  
Lanmon & Goodnow Mfg. Co., Shelburne Falls, Mass.  
Wilkinson Shear & Cutlery Co., Reading, Pa.
- Knife Sharpeners**  
Pike Mfg. Co., Pike, N. H.  
The Tanite Co., Stroudsburg, Pa.
- Ladders, Folding**  
Berger Bros. Co., Philadelphia  
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**  
Bicycle Step Ladder Co., Chicago, Ill.
- Lard Processes**  
Enterprise Mfg. Co. of Pa., Phila.
- Landing Nets, Ring, Staff**  
A. F. Meiselbach & Bro., Newark, N. J.
- Lawn Fences**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O.
- Lawn Mowers**  
Coldwell Lawn Mower Co., Newburgh, New York  
Philadelphia Lawn Mower Co., Philadelphia, Pa.
- Lawn Mower Grinders**  
Root Bros. Co., Plymouth, Ohio.
- Lawn Seats**  
Ohio Structural Iron Co., Sandusky, O.
- Lead Pencils**  
Joe. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**  
Berger Bros. Co., Philadelphia  
Erie Specialty Co., Erie, Pa.
- Letter Boxes**  
Taylor & Boggis Foundry Co., Cleveland, Ohio.
- Levels**  
Baker-McMillen Co., Akron, Ohio.  
Russell-Kimball Mfg. Co., Dunkirk, N. Y.  
Stanley Rule & Level Co., New York  
L. S. Starrett Co., Athol, Mass.
- Levels, Semi-Circular**  
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
- Light Gray Iron Castings**  
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Locks**  
Yale & Towne Mfg. Co., New York.
- Lubricants**  
Joe. Dixon Crucible Co., New York and Jersey City, N. J.
- Lumber Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Lunch Boxes (Folding)**  
Rochester Lunch Box Mfg. Co., Rochester, N. Y.
- Machinists' Supplies**  
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Machinists' Tools**  
Henry Dieston & Sons, Inc., Philadelphia  
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**  
Magnolia Metal Co., New York
- Mallets**  
Stanley Rule & Level Co., New York
- Manufacturers' Agents**  
Robert Murray, New York
- Manure Forks**  
Am. Fork & Hoe Co., Cleveland, O.
- Masons' Levels**  
Baker-McMillen Co., Akron, Ohio.
- Mats and Matting, Rubber**  
Voorhees Rubber Mfg. Co., Jersey City, New Jersey
- Measuring Pumps**  
Enterprise Mfg. Co. of Pa., Phila.



**Measuring Tapes**

Alfred Field & Co., New York  
Knefel & Esser, New York

**Meat Choppers**

John Chatillon & Sons, New York  
Enterprise Mfg. Co. of Pa., Phila.  
John H. Graham & Co., N. Y.

**Meat Cutters**

Enterprise Mfg. Co. of Pa., Phila.

**Metal Novelties**

Frank Mossberg Co., Attleboro, Mass.

**Metal Shingles**

Cortright Metal Roofing Co., Philadelphia.  
Monross Metal Shingle Co., Camden, N. J.

**Metal Ware**

Fritchard-Strong Co., Rochester N. Y.

**Metal Workers' Crayons**

Walter A. Zelnicker Supply Co., St. Louis, Mo.

**Mills, Coffee and Spice**

John Chatillon & Sons, N. Y.  
Enterprise Mfg. Co. of Pa., Phila.  
Lane Bros. Co., Poughkeepsie, N. Y.

**Mills, Drug**

Enterprise Mfg. Co. of Pa., Phila.

**Mincing Knives**

Enterprise Mfg. Co. of Pa., Phila.

**Molasses Gates**

Taylor & Boggis Foundry Co., Cleveland, Ohio

**Mops**

Bay State Mop Co., Woburn, Mass.

**Mop Wringers**

Lee Chair Co., Oneida, N. Y.

**Motor Cycles and Accessories**

Thomas Auto-Bi Co., Buffalo, N. Y.

**Moulding Hooks**

Forsyth Mfg. Co., Buffalo, N. Y.

**Mowing Machine Oilers**

American Tube & Stamping Co., Bridgeport, Conn.

**Nail Pullers**

Belden Machine Co., New Haven, Conn.

**Nails**

Fuller Bros. & Co., N. Y.

**Nail Sets**

C. E. Jennings & Co., N. Y.  
L. S. Starrett Co., Athol, Mass.

**Needles**

Alfred Field & Co., New York

**Nippers**

Alfred Field & Co., New York  
L. S. Starrett Co., Athol, Mass.

**Numbering Machines**

Cushman & Denison, New York

**Nuts**

Columbus Bolt Works, Columbus, O.

**Oilers**

American Tube & Stamping Co., Bridgeport, Conn.  
Cushman & Denison, New York.

**Oil Cans**

Atlantic Stamping Co., Rochester, N. Y.  
A. F. Meisselbach & Bro., Newark, N. J.

**Oil Stones**

S. R. Droeschner, New York.  
Pike Mfg. Co., Pike, N. H.

**Oil Stoves**

Taylor & Boggis Foundry Co., Cleveland, Ohio

**Ornamental Iron Work**

Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, O

**Ox Yoke and Bows**

Am. Fork & Hoe Co. Cleveland, O.

**Packing Rubber**

Voorhees Rubber Mfg. Co., Jersey City, N. J.

**Padlocks**

Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
The Yale & Towne Mfg. Co., New York.

**Paints**

Joe. Dixon Crucible Co., Jersey City, N. J.  
Trent Hardware Co., Chicago, Ill.

**Paper Clips**

Cushman & Denison, New York  
U. S. Clothes Pin Co., Montpelier, Vt.

**Patents**

Davis & Davis, New York

**Pencils**

Joe. Dixon Crucible Co., Jersey City, N. J.

**Photograph Clips**

U. S. Clothes Pin Co., Montpelier, Vt.

**Pipe Cutters**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.

**Pipe Fittings**

Walworth Mfg. Co., Boston, Mass.

**Pipe Straps**

Berger Bros. Co., Philadelphia  
Walworth Mfg. Co., Boston, Mass.

**Pipe Threading Machines**

Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

**Pipe Vises**

Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.

**Pipe Wrenches**

Belden Machine Co., New Haven, Conn.

**Pipe, Wrought**

Walworth Mfg. Co., Boston, Mass.

**Pistols**

Harrington & Richardson Arms Co., Worcester, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Planes**

C. E. Jennings & Co., New York  
Stanley Rule & Level Co., New York

**Plated Ware**

Alfred Field & Co., New York

**Plates, Machinery**

Schwerdtle Stamp Co., Bridgeport, Conn

**Pliers, Fencing**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York

**Plumbers' Supplies**

Berger Bros. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport, Conn

**Pocket Cutlery**

John Chatillon & Sons, New York  
Alfred Field & Co., New York

**Polish, Stove**

Joe. Dixon Crucible Co., Jersey City, N. J.  
Nickel Plate Stove Polish Co., Chicago, Ill.

**Polishes, Liquid**

Geo. W. Hoffman, Indianapolis, Ind.  
and New York

**Polishes, Paste**

Geo. W. Hoffman, Indianapolis, Ind.  
and New York

**Polishing Pastes**

The Tanite Co., Stroudsburg, Pa.

**Postal Scales**

Pelouze Scale & Mfg. Co., Chicago, Ill.

**Post Office Lock Boxes**

The Yale & Towne Mfg. Co., New York.

**Potato Hooks**

Am. Fork & Hoe Co., Cleveland, O.

**Poultry Netting**

New Jersey Wire Cloth Co., New York,  
Trenton, Chicago, San Francisco.

**Poultry Specialties**

Keyes-Davis Co., Ltd., Battle Creek, Mich.

**Power Presses**

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Pruning Shears**

Cronk & Carrier Mfg. Co., Elmira, N. Y.

**Pulleys, Hoisting**

F. E. Myers & Bro., Ashland, Ohio

**Pumps**

F. E. Myers & Bro., Ashland, Ohio.

**Punches**

Chandler & Farquhar, Boston

**Punches, Spring**

Alfred Field & Co., New York  
Smith & Egge Mfg. Co., Bridgeport, Conn

**Push Plates**

Champion Safety Lock Co., Geneva, O.

**Rail, Barn Door**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railroad Brasses**

Magnolia Metal Co., New York

**Raisin Seeders**

Enterprise Mfg. Co. of Pa., Phila.

**Rakes**

American Fork & Hoe Co., Cleveland, O.

**Ranges**

Bonnet-Nance Stove Co., Chicago, Ill.

**Ratchet Stocks**

C. M. Kemp Mfg. Co., Baltimore, Md.

**Razors**

Alfred Field & Co., New York  
Joe. Rodgers & Sons, New York and  
Sheffield, England

**Razor Grindstones**

Pike Mfg. Co., Pike, N. H.

**Razors, Safety**

Gillette Sales Co., New York, N. Y.

**Reamers**

C. E. Jennings & Co., New York

**Reels, Rope**

Udell Works, Indianapolis, Ind.

**Registers, Warm Air**

Berger Bros. Co. Philadelphia

**Removable Calks**

Always Sharp Calk Mfg. Co., Jersey City, N. J.

**Revolvers**

Harrington & Richardson Arms Co., Worcester, Mass.

**Rifles**

Hamilton Rifle Co., Plymouth, Mich.  
Marlin Fire Arms Co., New Haven, Conn.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Rivet Machinery**

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Rivets**

Berger Bros. Co., Philadelphia  
C. C. & E. F. Townsend, New Brighton, Pa.

**Roller Skates**

M. C. Henley, Richmond, Ind.

**Roof Bolts**

Columbus Bolt Works, Columbus, O.

**Roofing, Asbestos**

Stowell Mfg. Co., Jersey City, N. J.

**Roofing Bracket**

W. S. Griswold & Co., Springfield, Mass.

**Roofing, Gravel**

Stowell Mfg. Co., Jersey City, N. J.

**Roofing and Roofers' Supplies**

American Sheet & Tin Plate Co., Pittsburgh, Pa.  
Am. Steel Roofing Co., Middletown, O.  
Berger Bros. Co., Philadelphia  
Stowell Mfg. Co., Jersey City, N. J.

**Roof Rods**

Columbus Bolt Works, Columbus, O.

**Rubber Cement, Elastic**

Stowell Mfg. Co., Jersey City, N. J.

**Rug and Carpet Beaters**

Holt-Lyon Co., Tarrytown, N. Y.

**Rules**

Alfred Field & Co., New York  
Stanley Rule & Level Co., New York

**Rules, Steel**

Kneffel & Esser, New York, N. Y.  
L. S. Starrett Co., Athol, Mass.

**Sad Irons**

Enterprise Mfg. Co. of Pa., Phila.

**Sad Iron Handles**

Enterprise Mfg. Co. of Pa., Phila., Pa.

**Safety Razors**

Gillette Sales Co., New York.  
Perfection Razor Co., Brooklyn, N. Y.

**Sand and Emery Paper**

Baeder, Adamson & Co., New York,  
Philadelphia, Boston and Chicago

**Sanitary Stoneware**

Fulper Pottery Co., Flemington, N. J.

**Sash Chains**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Fasteners**

Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.

**Sash Fixtures**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Lifts**

Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.

**Sash Locks**

Champion Safety Lock Co., Geneva, O.  
H. B. Ives Co., New Haven, Conn.

**Sausage Stuffers**

Enterprise Mfg. Co. of Pa., Phila.

**Saws**

Diamond Saw & Stamping Works, Buffalo, N. Y.  
Henry Diston & Sons, Phila., Pa.  
C. E. Jennings & Co. New York

**Saws, Butchers'**

John Chatillon & Sons, New York

**Saw Gummers**

Ajax Mfg. Co., Pittsburgh, Pa.

**Saw Sets**

Alfred Field & Co., New York

**Saw Tools**

C. E. Jennings & Co., New York

**Scales**

American Cutlery Co., Chicago, Ill.  
John Chatillon & Sons, New York  
Pelouze Scale & Mfg. Co., Chicago.

**Scissors, Automatic**

Davies Automatic Shear Co., New York.

**Screen Door Catches**

Caldwell Mfg. Co., Rochester, N. Y

**Screen Door Pulls**

Champion Safety Lock Co., Geneva, O.

**Screwless Shears and Scissors**

Davies Automatic Shear Co., New York.

**Screws**

Robert Murray, New York

**Screw Drivers**

C. E. Jennings & Co., New York  
North Bros. Mfg. Co., Philadelphia  
Stanley Rule & Level Co., New York

**Screw Eyes, Screw Hooks**

Parker Wire Goods Co., Worcester, Mass.

**Screw Thread Rolling Machines**

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Screw Plates**

Alfred Field & Co., New York  
Walworth Mfg. Co., Boston, Mass.

**Screw Presses**

Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

**Screw Wrenches**

Bemis & Call Hardware & Tool Co., Springfield, Mass.

**Scythes and Grass Hooks**

Alfred Field & Co., New York

**Scythe Rifles**

Pike Mfg. Co., Pike, N. H.

**Scythe Snaths, Grass and Bush**

American Fork & Hoe Co., Cleveland, O

**Scythe Stones**

Pike Mfg. Co., Pike, N. H.

**Seals**

Schwerdtle Stamp Co., Bridgeport, Conn

**Seed Sowers**

Cyclone Seeder Co., Urbana, Ind.

**Self-Heating Flat Irons**

Imperial Brass Mfg. Co., Chicago, Ill.

**Sharpening Machines**

John Chatillon & Sons, New York

**Sharpening Stones**

Pike Mfg. Co., Pike, N. H.

**Shears and Scissors**

Alfred Field & Co., New York  
R



- Snow Shovels ("Alaska")**  
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Soapstone Foot Warmers**  
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**  
Pike Mfg. Co., Pike, N. H.
- Solder**  
Berger Bros. Co., Philadelphia
- Spark Plugs**  
National Sales Corporation, New York.
- Speaking Tubes**  
Berger Bros. Co., Philadelphia
- Special Machinery**  
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.
- Spikes**  
Fuller Bros. & Co., New York
- Spiral Screw Drivers**  
North Bros. Mfg. Co., Phila, Pa.
- Spirit Levels**  
Baker-McMillen Co., Akron, Ohio.
- Spoke Shaves**  
Alfred Field & Co., New York  
Stanley Rule & Level Co., New York
- Sporting Goods**  
Trout Hardware Co., Chicago, Ill.
- Spring Balances**  
John Chatillon & Sons, New York
- Spring Hinges**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago
- Springs, Draught**  
Beecher Draught Spring Co., New Haven, Conn.
- Springset Shears and Scissors**  
Davies Automatic Shear Co., New York.
- Springs, Wire**  
John Chatillon & Sons, New York
- Squares, Steel**  
Henry Diston & Sons, Inc., Phila., Pa.  
L. S. Starrett Co., Athol, Mass.
- Stable Fixtures**  
Ohio Structural Iron Co., Sandusky, O.
- Stamps, Steel**  
Schwerdtle Stamp Co., Bridgeport, Conn
- Staple Pullers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Stay Rollers**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Steam Cookers and Bakers**  
Ohio Cooker Co., Toledo, Ohio.  
Toledo Cooker Co., Toledo, O.
- Steamfitters' Supplies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Steam, Water and Gas Tools**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Walworth Mfg. Co., Boston, Mass.
- Steel**  
American Tube & Stamping Co., Bridgeport, Conn.
- Steel Belt Lacing**  
Bristol Co., Waterbury, Conn.
- Steel Hinges, Spring**  
Bommer Bros., Brooklyn, N. Y.
- Steel, Hoop and Band**  
Harold McCalla, Philadelphia, Pa.
- Steel, Letters and Figures**  
Schwerdtle Stamp Co., Bridgeport, Conn
- Steel Measuring Tapes**  
Kueffel & Essner, New York  
L. S. Starrett Co., Athol, Mass.
- Steel Rules**  
L. S. Starrett Co., Athol, Mass.
- Steel Stamping**  
Frank Mossberg Co., Attleboro, Mass.
- Stencils**  
Schwerdtle Stamp Co., Bridgeport, Conn
- Step Ladders (Rolling)**  
Bicycle Step Ladder Co., Chicago, Ill.
- Stocks and Dies**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York
- Stove Lifters**  
Troy Nickel Works, Albany, N. Y.
- Stoves**  
Bonnet-Nance Stove Co., Chicago, Ill.
- Stove Trimmings**  
Troy Nickel Works, Albany, N. Y.
- Strapping Belts**  
Ames Sword Co., Chicopee, Mass.
- Strip Steel**  
West Leeburg Steel Co., Pittsburgh.
- Strops, Razor**  
Alfred Field & Co., New York
- Tables, Folding**  
Udell Works, Indianapolis, Ind.
- Tack Hammers**  
W. G. Browne Mfg. Co., Kingston, N. Y.
- Tackle Blocks**  
Boston & Lockport Block Co., Boston, Mass.
- Tack Pullers**  
W. G. Browne Mfg. Co., Kingston, N. Y.  
Ellis Mfg. Co., Milldale, Conn.
- Tailors' Shears**  
R. Heinisch's Sons Co., Newark, N. J.
- Talc Crayons**  
Walter A. Zelnicker Supply Co., St. Louis, Mo.
- Tape Measures**  
W. G. Browne Mfg. Co., Kingston, N. Y.
- Terne Plates**  
American Sheet & Tin Plate Co., Pittsburgh, Pa.
- Three-in-One Oil**  
George W. Cole Co., New York.
- Tin Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Tinners' and Roofers' Supplies**  
Berger Bros. Co., Philadelphia
- Tinners' Snips**  
R. Heinisch's Sons Co., Newark, N. J.
- Toggle Bolts**  
Star Expansion Bolt Co., New York.
- Toilet Ware**  
Atlantic Stamping Co., Rochester, N. Y.
- Tool Chests and Cabinets**  
Am. Tool Chest Co., New York, N. Y.  
C. E. Jennings & Co., New York
- Tools**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York  
C. E. Jennings & Co., New York  
North Bros. Mfg. Co., Philadelphia, Pa.  
Stanley Rule & Level Co., New York  
L. S. Starrett Co., Athol, Mass.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.  
Walworth Mfg. Co., Boston, Mass.
- Torches**  
Turner Brass Works, Chicago, Ill.
- Toys, Iron**  
Arcade Mfg. Co., Freeport, Ills.
- Tool Sharpeners**  
Royal Mfg. Co., Lancaster, Pa.
- Transom Chains**  
Smith & Egge Mfg. Co., Bridgeport, Conn
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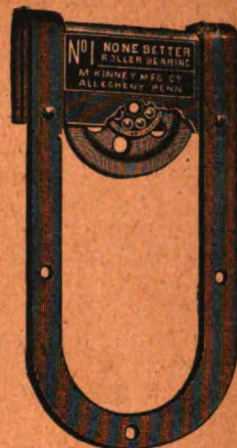
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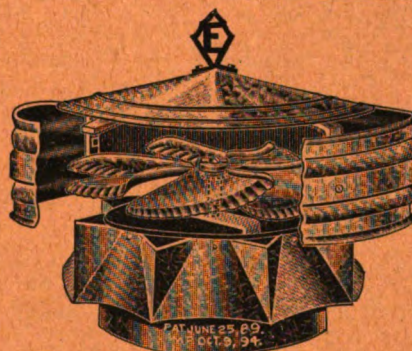
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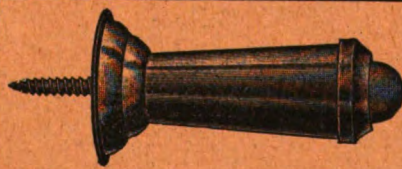
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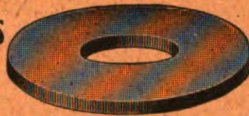
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